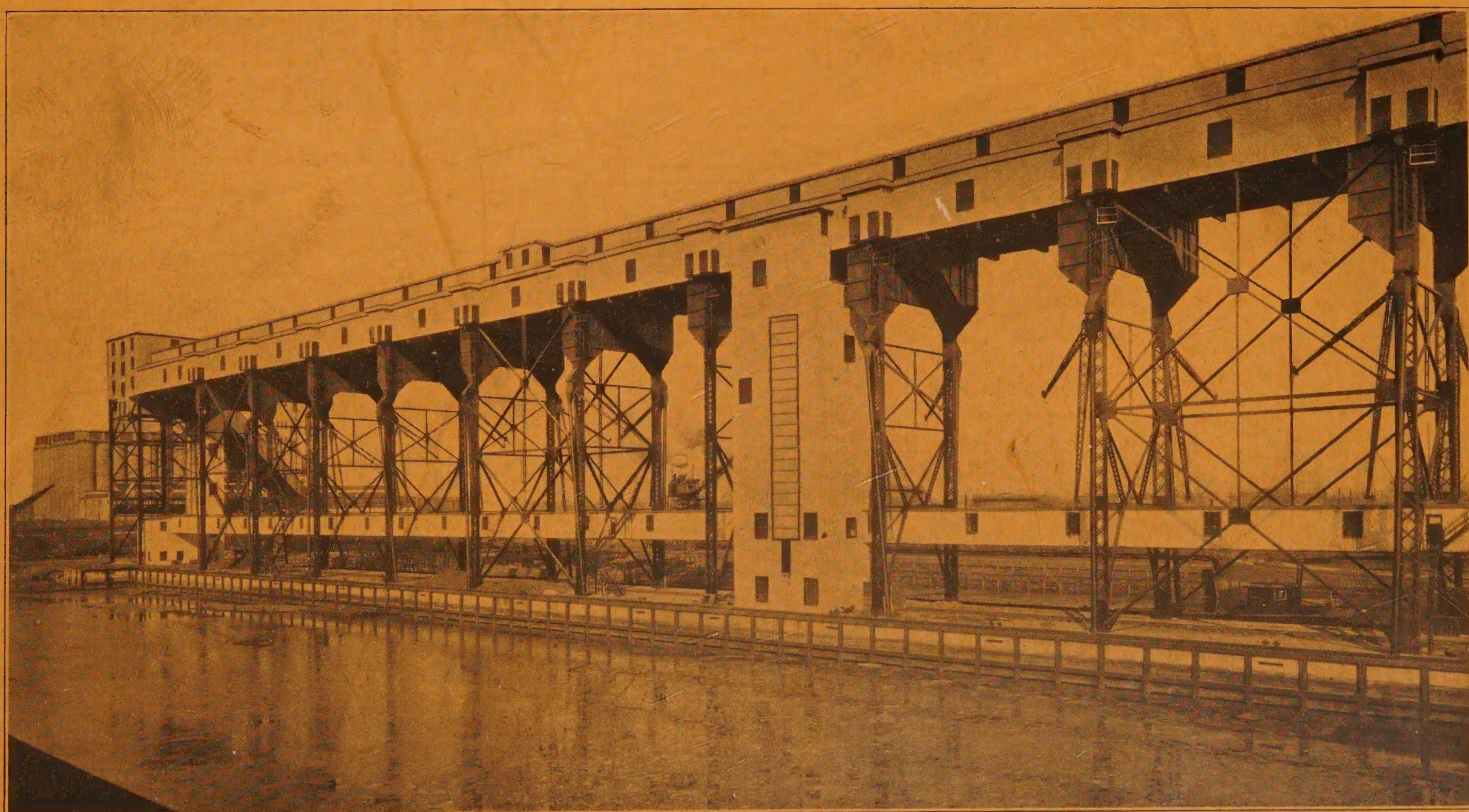


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## In This Number:

Feed Dealers' Knowledge Vital to Feeders  
Payment Stopped on Check  
Elevator Fires and How to Prevent Them  
Failure to Sign Confirmation  
Recovery of Loss on Misgrade  
Cash Sales of Sidelines Easily Accomplished  
Pennsylvania Seed Laws Tightened  
Benefits of Ass'n Work Are Underestimated  
News of the Grain Trade

Failure to Sign Confirmation  
Suit Against U. S. Grain Corp. Opposed  
How Terminal Buyer Euchred Shipper  
Judgment for Loss of Grain in Transit  
The Trade Practice Conference  
New B/L for Cargo Grain  
Bill Restricting Futures Trading Up for  
Early Vote  
Capper Defense of Price Forecasting Riddled



Part of Section "C" of Shipping Gallery of Port Richmond Elevator, Philadelphia, showing Marine Leg, Lower Gallery for returning surplus Grain to Leg at Tower "B" for elevating to Section "B" of Shipping Gallery. See illustrated description in this number.



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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

### AMARILLO, TEXAS.

Barefield Grain Co., grain, hay, field seeds.\*  
Beasley Grain Co., J. N., grain and seeds.\*  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Great West Mill & Elevtr. Co., millers, grain dhrs.\*  
Hardeman-King Co., millers and grain dealers.\*  
Henderson Grain Co., grain merchants.  
Kearns Grain & Seed Co., grain, field seeds.\*  
Panhandle Grain Corp., domestic and export grain.  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### BALTIMORE, MD.

Chamber of Commerce Members.  
Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*

### BLOOMINGTON, ILL.

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Hasenwinkle-Scholer Co., corn and oats.\*

### BLUFFTON, IND.

Studebaker Grain & Seed Co., grain, hay, seeds.\*

### BUFFALO, N. Y.

Corn Exchange Members.  
Lewis Grain Corporation, consignments.\*  
Leeson Grain Co., Inc., consignments.\*  
McKillen, Inc., J. G., consignments.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Feed & Grain Co., Inc., feed and grain.\*

### CAIRO, ILL.

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Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Piper Grain & Mfg. Co., recvrs. & shippers.\*  
Wildner-Murrel Grain Co., track buyers grain and seeds.\*

### CHICAGO, ILL.

Board of Trade Members.  
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Bennett & Co., Jas. E., grain, provisions, stocks.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John B., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.  
Chicago Grain & Salvage Co., salvage grain.  
Clement, Curtis & Co., members all exchanges.\*  
Cross, Roy, & Harris, grain commission.\*  
Doern-Scarritt-Hannah Co., commission merchants.\*  
Dole & Co., J. H., grain and seeds.\*  
Feebery & Co., E. J., consignments, grain to arrive.\*  
Harris, Winthrop & Co., grain commission.\*  
Holt & Co., Lowell, commission, grain and seeds.  
Hubbard, Warren & Chandler, stocks, bonds, grain, ctn.\*  
Lambson Bros. & Co., consignments solicited.\*  
Logan & Bryan, grain, stocks, provisions.\*  
McKenna & Strasser, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*  
Rumsey & Co., grain commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Stratton Grain Co., grain merchants.\*

### CHICKASHA, OKLA.

Goldsmith Grain Co., grain merchants.\*

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Cincinnati Grain & Hay Co., recvrs and shprs\*  
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Curran Grain Co., commission  
De Molet Grain Co., receivers-shippers  
Early & Daniel Co., recvrs-shprs, feed mfrs\*  
Ferguson Bros., Inc., grain, hay, feeds  
Fitzgerald Bros. Co., recvrs-shprs hay-grain\*  
Granger & Co., Dan B., hay, grain recvrs-shprs\*  
Mutual Commission Co., hay and grain  
Rumsey & Company, commission merchants  
Scholl Grain Co., receivers and shippers\*

### CIRCLEVILLE, OHIO.

Reid, R. P., grain and feed broker.

### CLEVELAND, O.

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Bailey, E. I., shpr, grain, millfeed, oil and c. s. meal.\*  
Cleveland Grain Co., The, receivers and shippers.\*  
Shepherd, Clark & Co., grain, feed, buckwheat.\*

\*Members Grain Dealers National Association.

### DALLAS, TEXAS.

Crouch Grain Co., J. C., buyers wheat, corn, oats.\*  
Doggett Grain Co., wholesale grain.\*  
Finley, W. H., wholesale grain broker.

### DANA, IND.

White, E. O., buyer of all grades salvage grain.

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Decatur Grain & Elevtr. Co., grain dealers.\*  
Evans Elevator Co., grain merchants.\*  
Hight Elevator Co., grain merchants.\*

### DELPHOS, OHIO.

Garman Grain Co., The, transit, kiln dried corn.\*

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Farmers Union M. & E. Co., millers, grain mchts.\*  
Houlton-Connell Grain Co., wholesale grain.\*  
Kellogg Grain Co., receivers and shippers.\*  
Rocky Mountain Grain Co., export and domestic grain.\*

### DES MOINES, IA.

Board of Trade Members.

Des Moines Elevator & Grain Co., corn and oats.\*  
Lockwood Grain, Inc., grain merchants.\*

### DETROIT, MICH.

Board of Trade Members.  
Caughy Co., Frank T., grain merchants, feed mfrs.\*  
Blinn, Fred W., grain dealers.\*

### DODGE CITY, KANSAS.

Board of Trade Members.

Christopher & Co., B. C., consignments & futures.  
Isely Lbr. Co., The C. C., cane seed, wheat, kafir.\*

### DULUTH, MINN.

Barnes-Ames Co., grain merchants.\*

### ENID, OKLAHOMA.

Grain Exchange Members.

Enid Terminal Elevator Co., public storage.

### FAIRBURY, NEBR.

Callaway, C. B., wholesale grain.\*

### FORT MORGAN, COLO.

Lieber Grain Co., export & mfg. wheat, coarse grain.\*

### FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Bailey, Frank, corn, maize, oats, mill feeds.\*  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Claiborne, H. L., mgr, J. S. Bache & Co., futures.  
Collins Grain Co., hay, grain, alfalfa meal.  
Dorsey Grain Co., strictly brokers, consignments.  
Exchange Commission Co., consignments, commission.\*  
Ft. Worth Elevtr. & Whsg. Co., public storage.  
Gladney Grain Co., consignments.  
Kimball Milling Co., grain merchants, pub. storage.  
Ralston Purina Co. of Texas, feed.  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Simons Grain Co., J. A., Texas oats, sorg. specialists.\*  
Smith-Ingraham Grain Co., domestic, expt. consignmtns.  
Texas Grain & Seed Co., mlo, kafir, red oats.\*  
Tillery Grain & Com. Co., export, bkg. consgmts.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Universal Mills "Superior Feeds."

### GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.\*  
Jockusch, Julius W., grain exporter.\*  
Shaw, Thomas F., export grain.\*

### GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.\*

### HOUSTON, TEXAS.

Merchant Exchange Members.

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Bache & Co., J. S., stocks, bonds, all commodities.  
Green Grain Co., D. J., c/s meal.\*  
Rothschild Co. S., grain, c/s products, rice b/p.\*  
South Texas Grain Co., grain & feed.\*

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Board of Trade Members.

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Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain Co., grain commission.\*  
Hart Bros. Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Malbucher Grain Co., C. Wm., grain merchant.\*  
Montgomery Grain Co., F. M., receivers and shippers.  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### KANSAS CITY, MO.

Board of Trade Members.

Davis Grain Co., A. C., grain commission.  
Davis-Hunt Grain Co., consignments, futures.  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Denton Grain Co., Oliver, consignments.\*  
Ernst Davis Commission Co., consignments.\*  
Lichtig & Co., H., kafir, mlo, screenings.\*  
Logan Bros.-Hart Grain Co., receivers and shippers.\*  
Mid-Continent Grain Co., grain merchants.  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Rocky Mountain Grain & Com. Co., consignments.\*  
Scoular-Bishop Grain Co., consignments.\*  
Shannon Grain Co., consignments.\*  
Uhlmann Grain Co., grain merchants.\*  
Updike Grain Corp., consignments.  
Vanderslice-Lynds Co., consignments-futures.\*  
Wolcott & Lincoln, consignments, futures.\*  
Wilser Grain Co., consignments.\*  
Wyandotte Elevator Co., grain merchants.\*

### LANSING, MICH.

Chatterton & Son, Michigan grain, hay, beans.\*  
Ryon Grain Co., grain, beans, produce.\*

### LINCOLN, NEB.

Paul, J. M., Grain broker.\*

### LITTLE ROCK, ARK.

Grain Exchange Members.

Eggleston Co., brokers-handlers grain and hay.  
Farmer Co., E. L., brokers, grain and mill feed.\*  
Porbeck Bkg. Co., Geo. E., grain feed ingredients.  
Satterwhite Bkg. Co., grain, feedstuffs, grain products.

### LOUISVILLE, KY.

Board of Trade Members.

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Kentucky Public Elevator Co., storers and shippers.\*  
Thomson Elevator Co., grain dealers.  
Zorn & Co., S., receivers and shippers.\*

### MARYSVILLE, OHIO.

Scott & Sons Co., O. M., soy beans.

### MEMPHIS, TENN.

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Buxton, E. E., broker and commission merchant.\*

### MILWAUKEE, WIS.

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Kamm Co., P. C., grain shippers.\*  
Rankin & Co., M. G., all feeds for mixing.

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Chamber of Commerce Members.

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Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Fraser-Smith Co., grain merchants.\*  
Hallet & Carey Co., grain merchants.  
Hiawatha Grain Co., screenings.\*  
McCaull-Dinsmore Co., grain merchants.\*  
McGuire Company, Arthur, shprs, b'wheat, m'oats.  
Seroggin's Grain Co., grain merchants.\*  
Sheffield Elevator Co., shippers of grain.\*  
Sterling Grain Co., choice oats.\*  
Stuhr-Seidl, shippers grain and feed.\*

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## NEW YORK CITY

Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bkg.\*

## NORTH PLATTE, NEBR.

Leypoldt Co., D. M., whse. shprs. hay, seeds, gr. broks.

## OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.\*  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Cowman Grain Co., grain, mill feed, seeds, hay.\*  
Hardeman-King Co., millers, grain dealers.\*  
Marshall-Masters Grain Co., gr., seeds, mill feeds, hay.  
Mid-State Grain Co., The, grain & feed mchts.  
Winters Grain Co., grain merchants.

## OMAHA, NEBR.

Grain Exchange Members.

Butler-Welsh Grain Co., milling wheat and corn.\*  
Crowell Elevator Co., receivers, shippers.\*  
Lucke-Gibbs Grain Co., consignments.\*  
Scouler-Bishop Grain Co., wheat, corn, oats.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
Updike Grain Co., milling wheat.\*

## PEORIA, ILL.

Board of Trade Members.

Bowen Grain Co., H. D., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Bumsey, Moore & Co., consignments.\*

\*Members Grain Dealers National Association.

## PHILADELPHIA, PA.

Commercial Exchange Members.

Markley, P. R., grain broker.\*  
Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*  
Tidewater Grain Co., a recvrs., shprs., exporters.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Sam'l, receivers and shippers.\*

## POCATELLO, IDAHO

Northern Grain Whse. & Mktg. Co., grain merchants.

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## ST. JOSEPH, MO.

Grain Exchange Members.

Gordon Grain Co., grain commission.\*

## SALINA, KAN.

Branson Co., Ted, wheat, corn, oats, kafir, hay.\*

## SAN ANTONIO, TEX.

King, Douglas W., carlot distrbr., hay, grain, seeds.\*

## SPOKANE, WASH.

Boyd-Conlee Co., specialize in soft wheats.\*

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Merchants Exchange Members.

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Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Geo. C. Martin Co., grain commission.\*  
Morton & Co., grain commission.\*

## ST. LOUIS, MO. (Continued).

Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grass seed.\*  
Schwarz Grain Co., receivers and shippers.\*

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.  
Custenbolder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

## SIOUX CITY, IA.

Board of Trade Members.

Western Terminal Elevator Co., receivers and shippers.\*

## TOLEDO, O.

Produce Exchange Members.

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C. A. King & Co., The, grain, seeds, cash, futures.\*  
Southworth & Co., grain and seeds.\*  
Wickenheiser & Co., John, grain receivers, shippers.\*

## VAN WERT, OHIO.

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## WICHITA, KANS.

Board of Trade Members.

Adair Grain Co., wheat, corn, oats, kafir.\*  
Baker Grain Co., The A. F., wheat, corn, oats, kafir.\*  
Blood Grain Co., I. H., receivers and shippers.\*  
Kelly Grain Co., Edw., mlg. wheat a specialty.  
Wallingford Grain Co., field seeds, kafir, milo.\*  
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20,000 " 96,950 "	" " 48 "
20,000 " 118,950 "	" " 56 "
20,000 " 118,950 "	" " 60 "

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Grain Commission  
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Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A



### SHANNON GRAIN COMPANY

**CONSIGNMENTS**  
1124 Board of Trade KANSAS CITY, MO.

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When writing advertisers mention the Grain Dealers Journal of Chicago which works to improve your trade conditions. By so doing you help it and your own business.



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A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

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Get in touch with us.

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"THE CONSIGNMENT HOUSE OF ST. LOUIS"  
GRAIN, HAY, GRASS SEEDS, KAFIR, MILO

125 MERCHANTS EXCHANGE BLDG.

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We carry the following cipher codes in stock and can make prompt shipment.

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GRAIN DEALERS JOURNAL  
309 So. La Salle St. Chicago, Ill.

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## OATS

Use Our—

GIANT oats 40 to 42, Natural No. 2  
White—for seed.

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White—for poultry and racehorse feed.

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—for milling, crimping or feed.

WE SPECIALIZE IN CHOICE OATS

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1254 Chamber of Commerce,  
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Operating Sterling Elevator 1,500,000  
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We Buy, Sell, Store and Ship all Kinds of Grain, Choice  
Milling Wheat and Rye Selected by Expert Buyers.  
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## Want an Elevator?

Then consult the "Elevators  
for Sale" columns in this issue  
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By mentioning the Grain Dealers Journal of Chicago when writing its advertisers you help it to more efficient work in improving grain trade conditions.



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A GOOD CORN MARKET  
GATEWAY TO THE SOUTH AND SOUTHEAST

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## BUFFALO

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Send your consignments to  
**Seymour-Wood Grain Co.**  
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Returns within 24 hours after grain is unloaded  
**We Solicit Your Consignments**

"All Your Needs in Grain and Feeds"  
**SUNSET FEED AND GRAIN CO. Inc.**  
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CONSIGNMENTS SOLICITED

### Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.

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Consignments a Specialty  
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Terminal and 12 country stations. Capacity 1,000,000 bushels  
We specialize in Oats and High Grade Corn  
Oats sacked for Southern Trade.

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We Buy and Sell  
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Established - 1875  
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Peoria, Illinois  
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Grain Seeds  
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Reliable Service on  
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Since 1887

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FREE to all within our business range

We have taken the Journal ever since we have been in the grain business, for over 20 years, and consider it one of our essential fixtures.—Wolfram Grain Co., Brownsburg, Ind.

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## UPDIKE GRAIN CORPORATION

Elevator Capacity 5,600,000 Bushels  
CHICAGO—KANSAS CITY OMAHA DES MOINES—SIOUX FALLS—LINCOLNCROWELL ELEVATOR COMPANY  
OMAHA

Receivers and Shippers

## GRAIN

Consignments Solicited

## Cover's Dust Protector

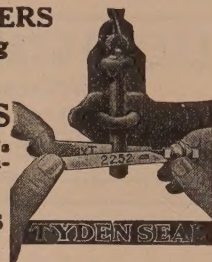
Rubber Protector, \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.  
H. S. COVER  
Box 404 South Bend, Ind.10,000 SHIPPERS  
Are now usingTYDEN  
CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent  
CLAIM LOSSES  
Write for samples and prices

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617 Railway Exchange Bldg., Chicago, Ill.

When In Minneapolis  
Stay AtThe  
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HOTELOpposite Tourist Bureau on  
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The Northwest's Finest Hotel.  
600 rooms with bath or connecting.  
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## Rates:

59 Rooms at \$2.00	257 Rooms at \$3.50
68 Rooms at \$2.50	41 Rooms at \$4.00
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MAIN DINING ROOM  
COFFEE SHOP3 Blocks from both Depots, Retail Center and Wholesale Center.  
W. B. CLARK, Mgr.THE McMILLIN  
WAGON & TRUCK DUMP

With the McMILLIN dump you can dump from any length vehicle into one dump door; and, by extending the overhead track, you can dump any length vehicle into any number of dump doors.

This dump is substantially constructed in every detail. It has no delicate parts to get out of order.

It is a free and easy-running piece of machinery.

Can be operated either by separate motor or with a belt from other machinery. A crank is furnished for operating by hand when so desired.

No arrangements of driveway floors or scales are interfered with by this dump.

The installation cost is very reasonable.

When the dump is not in use it leaves the driveway free for other purposes.

For Further Information, Address

L. J. McMILLIN

525 Board of Trade, Indianapolis, Ind.

WHY-A-LEAK  
—STOP IT—

## BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection? We are confident this would demonstrate to you the efficiency and money saving merits of our car liners.

THE KENNEDY CAR LINER &  
BAG COMPANY

SHELBYVILLE, IND.

Canadian Factory at Woodstock,  
Ontario

**New HOTEL PÈRÈ MARQUETTE**

400 Rooms  
1 person, \$3 to \$5—2 persons, \$5 to \$8  
Large sample rooms, \$4.50 to \$7.00  
H. Edgar Gregory, Mgr.  
Peoria Illinois



# When "SEEING RED" saves you money



Look for the Ball of Twine with the Red Top

Plymouth Twine is spun 500, 550, 600 (Red Top) and 650 ft. to the pound. Each and every grade is guaranteed to be 6 point binder twine.

## The Plymouth Six Points.

1. Length—full length to the pound as guaranteed on the tag;
2. Strength—less breaking, less wasted time, less wasted grain;
3. Evenness—no thick or thin spots—no "grief;"
4. Special Winding—no tangling;
5. Insect repelling—you can tell by its smell;
6. Mistake-proof—printed ball—and instruction slip in every bale.

FARMERS who "saw red"—saw Plymouth Red Top Binder Twine and used it in the 1928 harvest season—all know they saved money.

And the reason?—Red Top (600 ft. per lb.) runs full 28,800 feet per bale,—4,800 feet more than Standard (500 ft. per lb.) twine. Red Top binds 1920 more bundles of grain per bale. Yet it also is stronger and evenner!

Red Top gives you more feet of high-grade twine per dollar, and (thanks to its evenness, strength and special winding) lessens the risk of breaks, tangles and loose bundles. It is scientifically treated with insect repellent. Red Top saves time as well as money.

Examine a ball of Red Top. You can tell that it's a superior quality of twine, because it's made from much better fibre than Standard twine. You can't mistake Red Top, for the top of every ball is dyed bright red.

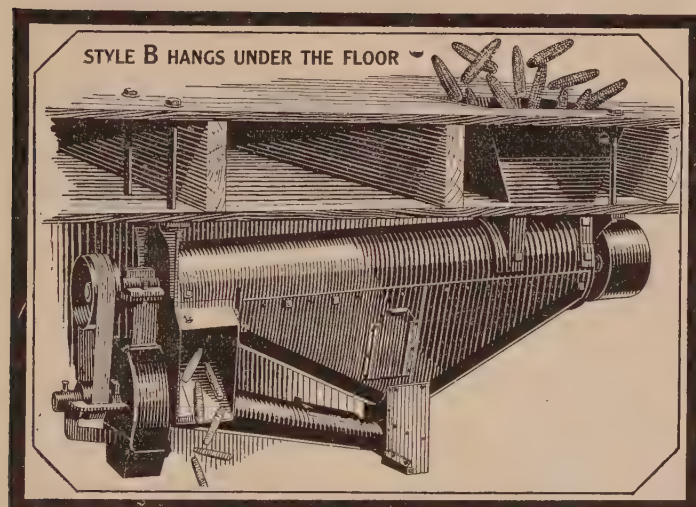
Place your order now and be sure of getting a supply of Red Top for your next harvest.

# PLYMOUTH

*the six-point binder twine*

Made by the makers of Plymouth Rope

Plymouth Cordage Co., North Plymouth, Mass., and Welland, Canada



STYLE B HANGS UNDER THE FLOOR



# TRIUMPH CORN SHELLER

The Triumph separates cobs, dirt and silk from the kernels of corn. It delivers from 75 to 100 bushels of shelled grain per hour, and requires but five horsepower to operate. It has only one adjustment, the cob dam, and but two moving parts.

The Triumph is built entirely of iron and steel—no wood parts to break and cause delays. Its operation is extremely simple; its construction is workmanlike and sound. Our records show that many machines have given more than 25 years of repair-free service.

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A copy of the Triumph Corn Sheller Catalogue will be mailed without charge.

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The Safe Fumigant for  
Grain Elevators--Seed Warehouses  
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Non-Inflammable  
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Sanctioned by Mutual Fire Prevention Bureau  
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Territories are open for active responsible distributors



## WINTER'S Universal Elevator Drive

Equipped with Timken Roller Bearings

Winter's Direct Elevator Drives in single unit installations have elevated over 4,500,000 bushels of grain without showing any noticeable wear or requiring any attention other than oiling twice a year.

This proven fact from actual use makes Winter's Drive your best buy.

Users save 20% to 50% on power by using Winter's Drives. This can be accomplished by operating direct on head shaft, eliminating all belts, chains, sprockets, and counter-shafts.

NO CHAINS TO BREAK! NO BELTS TO SLIP!

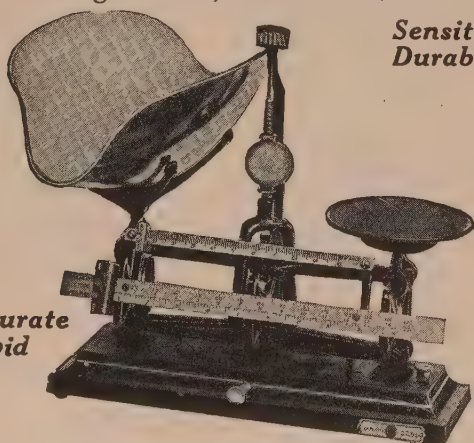
**Guaranteed for Five Years**

Descriptive Literature Sent Upon Request

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## Grain Grading Scale

Designed in accordance with the suggestions  
of and supplied to the U. S. Department  
of Agriculture, Grain Trade, etc.



*Sensitive  
Durable*

*Accurate  
Rapid*

No. 6200

For Quick and Accurate Determinations of Wheat  
Grain, Oats, Rye, Etc., Etc.

1. Test Weight per Bushel
2. Dockage
3. Weight for Moisture Test
4. Damaged Kernels

**THE TORSION BALANCE CO.**

New York Chicago San Francisco  
92 Reade St. 228 N. La Salle St. 49 California St.

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your  
labor and increase your profits? Is it here?

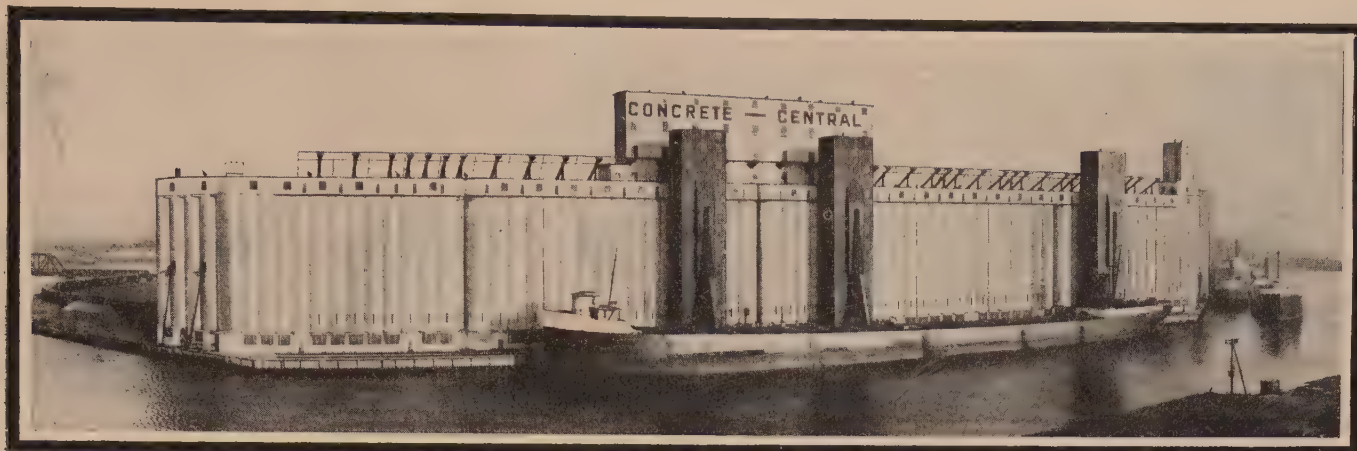
Account Books	Lubricating System
Agricultural Gypsum	Magnetic Separator
Attrition Mill	Manlift
Bag Closing Machine	Moisture Tester
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Bearings { Roller	Oat Bleachers and Purifiers
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Fire Extinguishers	Spouting
Friction Clutch	Storage Tanks
Grain Cleaner	Sulphur
Grain Driers	Testing Apparatus
Grain Tables	Transmission Machinery
Leg Backstop	Transmission Rope
Lightning Rods	Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

**INFORMATION BUREAU**

Grain Dealers Journal, 309 So. La Salle St., Chicago





*Concrete Central Elevator, Buffalo, N. Y.*

## Serving Many of the World's Largest Grain Elevators

IT has been our pleasure to furnish equipment for many of the largest grain elevators in the world. We appreciate the opportunity that has been given us to play a role in furnishing equipment such as belt conveyors, marine legs, car pullers, spouting, elevators, power transmission machinery, etc., in these modern structures, and take pride in the confidence that has permitted this association.

Webster equipment for grain elevators is ruggedly built to withstand hard usage. It is designed and made in our own factories by skilled workmen and of the best materials.

Engineers and Builders of grain elevators will therefore find it worth while to work with Webster Engineers on their grain handling problems. They will help in selecting suitable equipment to meet your particular requirements. This service is at your disposal.

### THE WEBSTER MFG. COMPANY

1856 North Kostner Ave.

CHICAGO

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Armour Grain Co  
Chicago  
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We have equipped 75% of the terminal elevators built or equipped during the last 20 years in the U. S. and Canada. You can profit by this experience.

Write us for particulars

### Cyclone Blow Pipe Co.

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## Coal Sales Book

(Improved)  
For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 10,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Buyer, Driver, Gross, Tare, Net, Kind, Price, Amount, Cash, Charge.

This book is  $10\frac{1}{2} \times 15\frac{3}{4}$  inches and contains 200 numbered pages of linen ledger paper. Well bound with best binder board, covered with black cloth, with red keratol back and corners. Weight, 4 lbs.

Order Form 44 Improved. Price, \$4.00.

### Grain Dealers Journal

309 So. La Salle St., Chicago, Ill.

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and learn what successful retailers are doing to make their business more profitable. A newsy, snappy magazine full of practical ideas and suggestions that will make you money.

Send \$1.50 for a year's trial subscription. Your money cheerfully refunded if not entirely satisfied.

## THE RETAIL COALMAN

1223 Monadnock Block

Chicago, Ill.

## Grain Receiving Record Books

**Grain Receiving Register.** One of the best forms for recording wagon loads of grain received. It contains 200 pages, size  $8\frac{1}{2} \times 13\frac{1}{2}$  inches, ledger paper, capacity for 8,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight,  $2\frac{1}{4}$  lbs. Order Form 12AA. Price \$3.00.

**Wagon Loads Received** has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size  $9\frac{1}{2} \times 12$  inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 380. Price \$3.00.

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Form No. 43 XX contains double the number of pages. Shipping weight  $4\frac{1}{2}$  lbs. Price, \$5.50.

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## Grain Dealers Journal

309 South La Salle St., Chicago, Ill.

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**Sales, Shipments and Returns.** Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size  $10\frac{1}{2} \times 16$  inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight,  $3\frac{3}{4}$  lbs. Order Form 14AA. Price \$3.75.

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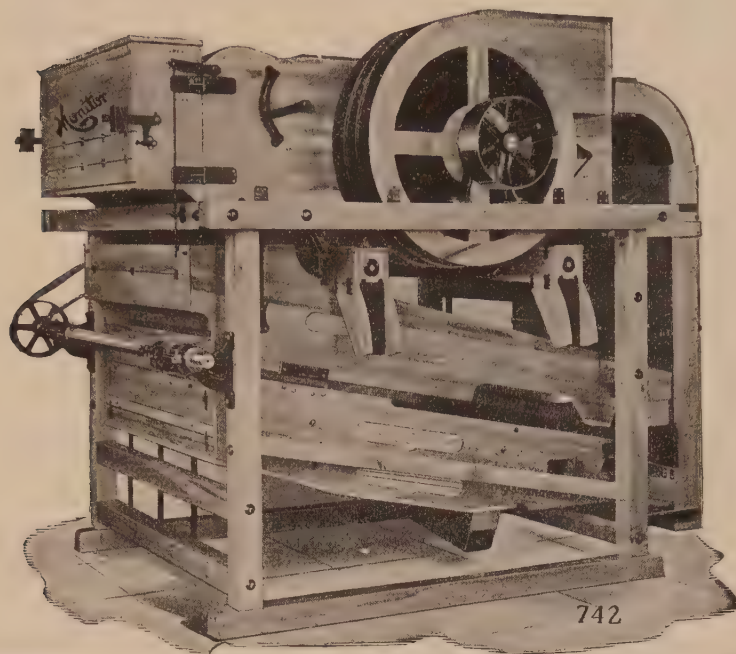
**Shippers Record Book.** This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size  $9\frac{1}{2} \times 12$  inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight,  $2\frac{1}{4}$  lbs. Order Form 20. Price \$3.00.

## Grain Dealers Journal

309 South La Salle St., Chicago, Ill.



**Monitor** LOCATION • new  
FACTORY • modern  
EQUIPMENT • complete } Prompt  
Deliveries a  
Speciality



## Do You Need a "Many-Grain" Cleaner?

Is floor space of value to you? Do you handle Corn and Cob direct from the Sheller? Do you also have occasion to clean wheat, oats, rye, buckwheat, barley or any of the other grains which must be cleaned?

If you do, the machine we illustrate above—the MONITOR Combined Corn and Small Grain Cleaner should have a definite interest for you. It will clean mixed corn-cob and wheat and rye without change of screens. It carries two complete runs of screens, at all times in position to work. The wheat screens will also clean buckwheat and the corn screens clean oats, all without change.

Such a machine makes a valuable rig for the elevator with limited floor space. Ask us for further information.

# Huntley Manufacturing Co.

Department B

(Formerly at  
Silver Creek, N. Y.)

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*Our Representatives at Your Service*

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## Western Grain Dealers Mutual Fire Insurance Company

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J. A. KING, President  
A Legal Reserve Mutual Fire Insurance Company

## TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO.

LUVERNE, MINN.

We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.  
**OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS**  
**ASK ABOUT OUR SAVING PLAN**

E. A. Brown, Pres. W. Z. Sharp, Treasurer  
W. J. Shanard, Vice-Pres. E. H. Moreland, Secretary



## MORE BEARING FIRES

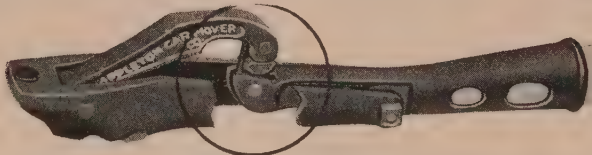
will be prevented during 1929 than ever before due to the large number of anti-friction bearings installed in grain and milling properties in 1928. The trade is coming into the realization that these bearings not only reduce fire hazards but soon pay for themselves in lower operating costs.

## GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO.

INDIANAPOLIS, INDIANA

J. J. Fitzgerald  
Secretary & Treasurer  
Indianapolis, Ind.

C. R. McCotter  
Asst. Secy. and Western Mgr.  
Omaha, Neb.



## The Atlas Car Mover

"When you put an Atlas under the wheel of a car there is never a question about moving it."

The most powerful car mover made.

True compound action, two-piece non-slip spurs set at the right angle to best grip the rail. Covered by an absolute guarantee.

## APPLETON CAR MOVER COMPANY

Appleton, Wisconsin

## Selection of Risks

is essential to the security of an insurance company.

## Selection of an Insurance Company

is just as essential to the security of an assured.

*The "MILL MUTUALS" fulfill the most rigid requirements.*

Write your insurance company or this office for details.

## Mutual Fire Prevention Bureau

230 East Ohio Street  
Chicago, Illinois

## THE VALUE

### OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

## GRAIN ELEVATOR BUILDERS

### JAS. H. BROWN CO.

621 South 3rd Street  
CONCRETE ELEVATORS

Minneapolis, Minn.  
MILLS WAREHOUSES

### L. J. McMILLIN

Engineer and Contractor of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

## GRAIN and COAL ELEVATORS T. E. IBBERSON CO.

CONTRACTING ENGINEERS  
MINNEAPOLIS, MINN.

Elevators, Mills, Warehouses  
Designed, Built, Repaired  
Estimates Cheerfully Furnished  
**HOGENSON CONSTRUCTION CO.**  
Corn Exchange Minneapolis, Minn.



## GRAIN ELEVATOR BUILDERS

### RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors  
of the better class of grain elevators  
—concrete or wood

### Younglove Construction Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

*"If Better Elevators are Built  
They will STILL be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,  
Sioux City, Iowa

Box 1172  
Fargo, N. Dak.

ELEVATORS—FEED MILLS  
WAREHOUSES  
**CHALMERS & BORTON**

720 Pioneer Trust Bldg. KANSAS CITY, MO.

**This space  
is yours**

If you are the first to apply for it.

**A. F. ROBERTS  
ERECTS  
FURNISHES**

SABETHA,

KANSAS

Elevators  
Corn Mills  
Warehouses  
Plans  
Estimates  
Machinery

### CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

W. H. CRAMER  
CONSTRUCTION CO.  
North Platte, Nebr.

*Plans and Specifications Furnished*

### Weller Metal Pdts. Co.

Chicago Office Factory  
505 Webster Bldg. Hammond, Ind.

**SHEET METAL WORK**  
*Grain Elevators a Specialty*

### The Star Engineering Company

Specialists in  
**Grain Elevator Construction**

Our elevators stand every test  
Appearance, Strength, Durability  
and Economy of Operation

*Estimates and Information promptly furnished*

**Wichita, Kansas**

### E. H. CRAMER

Hampton, Nebraska

Designer and Builder of  
Grain Elevators

L. U. Rosenbauer, Pres. L. W. Ledgerwood, Sec.  
H. P. Roberts, V. Pres. A. E. Owens, Supt. Cons.

### Southwestern Engineering Company

*Designers and Builders*

Modern Mills, Elevators  
and Industrial Plants  
SPRINGFIELD, MO.

### HICKOK Construction Co. MINNEAPOLIS ELEVATORS

**BIRCHARD  
Construction Co.**

*Architects and Contractors  
Grain Elevators—Mills*

B. SAMPSON

Lincoln, Nebr.

### Geo. W. Quick & Sons

Tiskilwa, - - - Illinois

Designers and Builders  
**Concrete Grain Elevators**  
*Waterproof Pits a Specialty*

### DESIGNERS

of Grain Elevators, Flour Mills

*Feed Mills, Warehouses  
and Industrial Buildings*

**HORNER and WYATT**

Board of Trade Bldg.

Kansas City, Mo.

*It Pays to Plan Before You Build*



Use White Star Special Cups, made and shipped only from the White Star Factory. *Accept no substitutes.* These cups are hand riveted; they stand up and their capacity is guaranteed.

Our Special Boot is the only non-chokable ball-bearing boot on the market, to the best of our knowledge.

**Mentioning Grain Dealers Journal is the best introduction to our advertisers**





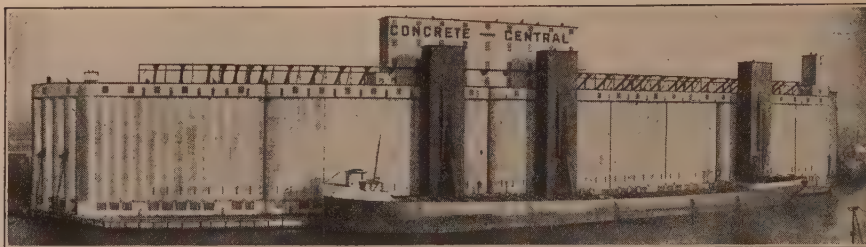
## FOLWELL ENGINEERING CO.

Engineers and Constructors

333 North Michigan Avenue  
CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator  
Designed and Built for  
A. E. Staley Mfg. Co., Decatur, Ill.

Operated by  
The Eastern Grain,  
Mill and Elevator  
Corporation

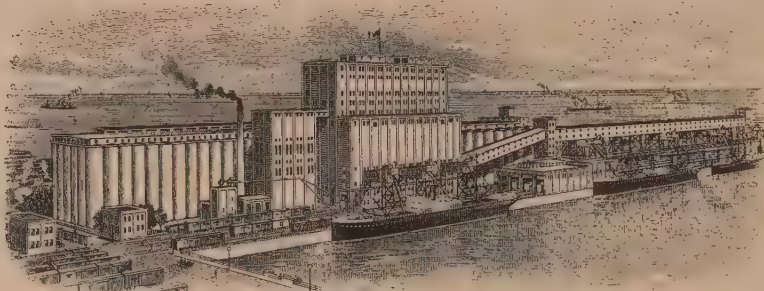


Concrete-Central  
Elevator, Buffalo,  
N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by

**Monarch Engineering Company**  
Buffalo, N. Y.

Capacity  
5,000,000  
Bushels



Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

**JAMES STEWART CORPORATION**

W. R. SINKS,  
PRESIDENT

ENGINEERS AND CONTRACTORS  
FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

THOMAS D. BUDD,  
VICE PRESIDENT



## One of Several Elevators

Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator	Port Arthur
The Jas. Richardson & Sons Elev.	Port Arthur
The Northwestern Elevator	Fort William
The Great Lakes Elevator	Owen Sound

**THE BARNETT-McQUEEN  
CONSTN. CO., LIMITED**

Designers and Builders of Grain Elevators

Fort William, Ont.

Duluth

Minneapolis, Minn.





## Santa Fe Elevator "A"

Kansas City, Kans.

Capacity  
6,500,000 Bushels

**John S. Metcalf Co.**

*Grain Elevator Engineers and Constructors*

111 W. Jackson Blvd., Chicago    460 St. Helen Street, Montreal    837 W. Hastings St., Vancouver, B. C.  
33 Henrietta Street, Strand, London, England



## Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was  
also designed and built by us for

Southwest Elevator Co., Enid, Okla.

**Jones-Hettelsater Construction Co.**

*Grain Elevators—Flour and Feed Mills*

708-9 Mutual Building

Kansas City, Mo.

## FEGLES CONSTRUCTION CO., Ltd.

*Engineers — Constructors*

Fort William, Ont.

Minneapolis, Minn.



N. M. Paterson Co., Ltd.

2,500,000 Bu. Elevator

Fort William, Ont.

**DESIGNED** for the years  
ahead—an advance we propose  
to maintain.



**DAY**

**Dust Collectors**

have been standard  
equipment in better  
grain elevators for  
over forty years.

*There's a Reason*

**The Day Company**

*Dust Collecting Engineers*

1023-5 Lyndale Ave., N. Minneapolis, Minn.



Patented

Folwell-Sinks Form Lifting

**Jacks and Steel Yokes**

for Grain Elevator, Silo  
and Coal Pit Construction

Manufactured and Sold by

**NELSON MACHINE CO.**

WAUKEGAN, ILL.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**NORTHERN IOWA**—Elevator, flour, feed and coal business for sale, in good trade territory. 61Y7, Grain Dealers Journal, Chicago.

**ILLINOIS**—On account of deceased partner, will sell grain and coal business in best grain section of state; three elevators, 45,000 bus. capacity, handle 500,000 bus. annually. Inquire of G. C. Code, Bradford, Ill.

**CENTRAL NEBRASKA**—A line of four elevators for sale; fully equipped with gasoline engines, cleaners, automatic scales and truck dumps. Good wheat and corn territory. Address 62A7, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

**WISCONSIN**—Grain Elevator, Potato House, Hay House, Coal Bldgs. for sale; commanding a fine location on the C. & N. W. Ry. on direct route to Chicago. Surrounded by excellent farming community. Address 61S3, Grain Dealers Journal, Chicago, Ill.

**KANSAS**—12,000 bu. elevator for sale; house in A-1 condition. All up-to-date equipment. Excellent coal and feed business. Located in good territory in South Central Kansas. Priced to sell. Write 62A6, Grain Dealers Journal, Chicago, Ill.

**NORTHWESTERN INDIANA**—15,000 bushel elevator, built in 1926; modern machinery; electric power; in good grain territory doing a nice business in grain and all side lines, also a large grinding business. One of partners wishes to retire reason for selling. Address 62A10, Grain Dealers Journal, Chicago, Ill.

## INDIANA ELEVATORS FOR SALE.

Owing to the sickness of Mr. Stiefel, we are liquidating our business and are offering our New Haven, Dawkins, Maples, Ossian and Eaton elevators for sale. For all information write.

Stiefel & Levy, Fort Wayne, Ind.

## ELEVATORS FOR SALE

**KANSAS**—12,000 and 4,000 bushel elevators for sale at a bargain if taken soon. We mean business. 61Q12, Grain Dealers Journal, Chicago, Ill.

Some **SERVICE** to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

**FOR SALE**—Good 15,000 bu. elevator centrally located in Indiana, best rates and conditions; good feed, coal and grinding business; a one-man house. Write 61Y8, Grain Dealers Journal, Chicago, Ill.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, **USE** these columns to your best advantage just as others are doing. **WE WILL** assist you in the composition of copy free. We are in business to be of service to **YOU**. There is no wrong time to put an ad in the columns of the Journal. **TRY IT.**

## ELEVATORS WANTED

**ELEVATOR WANTED** in Illinois or Indiana handling grain and feeds. J. C. Welch, Bunker Hill, Ill.

**WANT TO EXCHANGE** improved 320 acres 4 miles from Alton, Kansas, for grain elevator in North Central Kans. Box 13, Mahaska, Kans.

**WANTED** to lease for a year with an option to buy, a grain elevator in Central or Western Kansas or Oklahoma. Experienced buyer. Address 62A5 Grain Dealers Journal, Chicago, Ill.

## ELEVATOR BROKERS.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

## ELEVATOR FOR SALE OR TRADE.

**WESTERN OHIO**—15,000 bushel elevator for sale. No better farming section in the state. Good coal, feed and grocery business. 2 acres ground and dwelling. Doing good business. Changed hands only once in 30 years. Would trade for small grocery. M. J. Runner, Rural Route 1, Arcanum, Ohio.

## BUSINESS OPPORTUNITIES

**MICHIGAN**—Flour mill, elevator and coal shed for sale at a sacrifice on account of ill health. Mayville Milling Co., Mayville, Mich.

**TWO HIGH CLASS FARMS** for sale; might consider first-class elevator points on exchange, in Illinois, Indiana. Address 61Y16, Grain Dealers Journal, Chicago, Ill.

## FOR SALE

**ESTABLISHED** wholesale hay, grain and brokerage business. For particulars address XL, Box 725, Walla Walla, Wash.

**WHATEVER** your business may be, it will find a ready market if advertised in the "Business Opportunities" column of the Grain Dealers Journal, Chicago, Ill. 6,300 grain men look to these columns twice a month for real opportunities.

**CENTRAL IOWA**—Half interest in grain and merchandising business for sale; good farming territory; no competition. \$7000 will handle. This investment carries a salary of \$175.00 per month for one who wishes to become active. Address 62A3, Grain Dealers Journal, Chicago, Ill.

# REPRESENTATIVES and SALESMEN WANTED

There are still a few choice territories open on our sales staff for men who can prove their qualifications as high grade, dependable, hard working producers.

The men selected will be given permanent and responsible positions, representing this company in the sale of the already internationally famous Blue Streak Hammer Mill and the Prater Farm Mill, distinguished by the **TRIPLE REDUCTION PROCESS**.

See our advertisement on pages 56 and 57 for more information.

The pioneering is done. Overwhelming demand already created. Prater representatives are the biggest money makers in the field. Enlarged factory facilities insure taking care of all orders within a reasonable length of time. Existing competition only makes their sales volume bigger!

No consideration will be given applications that do not give full details regarding age, experience, past and present places of employment, and present earning capacity.

**PRATER PULVERIZER CO.**  
817 WEST WASHINGTON BLVD.  
CHICAGO, ILL.

## Engineer and Contractor of Experience and Ability

Can get a profitable interest in a long-established business of national scope. A forceful man of pleasing personality is wanted. Apply at once to R. O. P., Box 12, Grain Dealers Journal, Chicago.



## SITUATION WANTED.

**POSITION WANTED** as manager of grain elevator. Have 15 years' experience. Best references. Can come at once. Everett W. Cox, 408 N. Walcott St., Indianapolis, Ind.

**PRACTICAL GRAIN MAN** with 25 years' experience desires position; employed at present but wishes to change; best of references; age 41. 61Z5, Grain Dealers Journal, Chicago.

**POSITION** wanted as manager of farmers elevator; have had 6 years experience as manager of small country elevator. Good references furnished. Address 62A15, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Grain elevator employment with reliable firm. Have 25 years' experience in grain elevator work. Can do own repair work. Will furnish references if desired. Louis Bracksman, Brook, Ind. RFD Route 3.

**WANT POSITION** as elevator manager; have had 6 years' experience in Farmers grain and feed elevator; good bookkeeper and can furnish best of references; age 47. Address 62A14, Grain Dealers Journal, Chicago, Ill.

**WANT POSITION** as manager of country elevator, prefer line company; have had 15 years' experience in grain and feed business, last 10 in partnership. Address 61Z1, Grain Dealers Journal, Chicago, Ill.

**TRACK BUYER**, understanding grain traffic, having country elevator experience on large scale, and for four years and at present, a Federal Licensed grain inspector, wants a change. What have you to offer? Address 62A1, Grain Dealers Journal, Chicago, Ill.

**SUCCESSFUL AND EXPERIENCED** farmers elevator manager with a real record desires position with good company; experienced in all side lines; good accountant; good mixer with public; Illinois or Indiana preferred. Address 61Z10, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

**REPRESENTATIVES WANTED** to handle our complete line of elevator and feed mill machinery and equipment in Central, Western, and Southern Indiana; also Michigan and Eastern Ohio. Write The Sidney Grain Machinery Co., Sidney, Ohio.

**COMPETENT AND EXPERIENCED** elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

## SCALES FOR SALE.

**FOR SALE**—Three-ton Fairbanks Hopper Scale, complete, first-class condition. Write Washburn Milling Co., Malone, N. Y.

**RICHARDSON** Automatic Scales, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

## SCALES WANTED.

**RICHARDSON AUTOMATIC SCALES** bought and sold. Address 61S14, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., 502 Waldheim Bldg., Kansas City, Mo.

## INFORMATION BURO.

**READERS DESIRING** to learn by whom or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Buro, Grain Dealers Journal, Chicago, Ill.

## ENGINES FOR SALE

**FOR SALE**—Three OLDS gasoline engines, two 18 hp., one 35 hp.; one HERCULES gasoline engine, 5 hp.; all in good condition. Write Smith Bros., Velte & Co., Lake Odessa, Mich.

**FOR SALE**—Two 25 h.p. type "Y" semi-diesel Fairbanks-Morse engines; in good condition and can be seen in operation any day at Woodson Farmers Elevator Co., Woodson, Ill.

### OIL ENGINES

4-page Bulletin of Bargains just issued.  
ZELNICKER in ST. LOUIS.  
Rails, Equipment, Heavy Machinery.

**THE WANTED-FOR SALE DEPARTMENT** of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

## MOTORS FOR SALE.

### 3 PHASE, 220/440 VOLT

1—75 hp., 750 rpm., 25 cy., Lincoln (new).  
1—50 hp., 1200 rpm., 60 cy., General Electric.  
1—40 hp., 870 rpm., 60 cy., Westinghouse.  
1—35 hp., 1800 rpm., 60 cy., General Electric.  
2—30 hp., 850 rpm., 60 cy., Westinghouse.  
5—30 hp., 1200 rpm., 60 cy., General Electric.  
1—30 hp., 1800 rpm., 60 cy., General Electric.  
1—30 hp., 1500 rpm., 25 cy., Lincoln (new).

Many others, A. C. and D. C. Low prices.  
V. M. NUSSBAUM & CO., Fort Wayne, Ind.

**DYNAMOS AND MOTORS WANTED**—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

## Bargain Sale in Soiled and Shelf Worn Books.

Two Grain Receiving Registers, the best designed for recording wagon loads of grain received; printer's samples; weight 3 lbs.; price \$1.50 and postage. Order Special No. 12AA.

One Receiving and Stock Book facilitates determining total amount of each kind of grain on hand, used as printer's sample; weight 2½ lbs.; price \$1.50 and postage. Order Special No. 321.

Two Railroad Claim Books for overcharge in freight or weight. Each book contains 100 original and 100 duplicate blanks with two-page index and four sheets of carbon; slightly soiled. Very special at \$1.25 and postage. Order "Special 411-E."

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago, Ill.

## HAY FOR SALE—WANTED

**GET FULL MARKET** value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill.  
ALFALFA HAY for sale.  
Write for delivered prices.

## SEEDS FOR SALE

**SEED BUYERS AND SELLERS** can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

## OFFICE EQUIPMENT.

**MIMEOGRAPH** wanted, write us giving style and best price. Ash & Poling, Forest, O.

# Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

" B—Loss in Market Value Due to Delay in Transit.

" C—Loss in Quality Due to Delay in Transit.

" D—Loss in Market Value Due to Delay in Furnishing Cars.

" E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00.

411-B contains 100 sets all Form B. Price, \$2.00.

411-C contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

## Grain Dealers Journal

309 South La Salle St. Chicago, Ill.

# KEEP POSTED

## GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm .....

Capacity of Elevator .....

Post Office .....

State .....



**MACHINES FOR SALE.**

**FOR SALE**—No. 5 Sprout Waldron Crusher, practically as good as new; cheap. Write the Star Feed Company, Beresford, So. Dakota.

**FOR SALE**—Brown-Duval Moisture Testers and all other appliances used in determining the moisture content of grain. Address 61W6, Grain Dealers Journal, Chicago, Ill.

**FOR SALE.**

15"x30" Allis-Chalmers Flaking and Crimping Rolls, late style "QA"; in good condition. Write or wire Standard Mill Supply Company, 502 Waldheim Bldg., Kansas City, Mo.

**FOR QUICK SALE.**

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. **DIAMOND HULLER CO.**, Winona, Minn.

**NEW AND USED MACHINERY FOR SALE.**

One 22-in. double head Bauer ball bearing motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs. For reasonable quotations on all kinds of mill and elevator equipment write or wire **STANDARD MILL SUPPLY COMPANY**, 501 Waldheim Building, Kansas City, Mo.

**MACHINERY BARGAINS**

1 Hughes Slow Speed Hammer Mill; 1 Man-lift. 1 Bag Piler; Spiral Steel Conveyor, all sizes. 1000 lb. Vertical Ball Bearing Batch Mixer; One Ton Vertical Ball Bearing Batch Mixer; 1000 lb. Gedge Gray Mixer; 500 lb. Savage Mixer with Sifter and Feeder; One Corn Cracker, Grader, and Cleaner Combined; One Oat Crusher; One Cracked Corn Polisher; One Mash and Dairy Feed Polisher; One Car Puller; 1-24 in. Motor Driven Monarch Attrition Mill with New Motors; 1-22 in. Motor Driven Monarch Attrition Mill with New Motors; 1-24 in. Dreadnaught Attrition Mill; 1 20 in. Robinson Ball Bearing Attrition Mill; 1 Iron-Clad Hutcheson Corn Sheller; 1 Western Sheller; 1 Little Victor Corn Sheller; 1 No. 4 Monarch Corn Crusher; 1 Bowsher Mill. Two and Three Pair High Feed Rolls; Hopper and Platform Scales; 1—Fairbanks 100 lb. Bagging Scale; 1 No. 47 Clipper Cleaner; 1 Invincible Cleaner No. 4; 1 Corn Meal Bolter; 1 Casein Grinder; 1 Magnetic Separator; Horse Shoe Magnets. Send us your Wants. We supply you with a full line of Machinery for Elevators, Corn and Cereal Mills. —A. D. Hughes Co., Wayland, Michigan.

**MACHINES FOR SALE**

**FOR SALE**—20" Dreadnaught Feed Mill, A-1 condition, price \$15.00. Write Kern, Kirtley & Herr, Lebanon, Ind.

**BATCH MIXERS.**

Latest type, very best on the market, from 400 to 4,000 pounds capacity. Prices reasonable, let us have your inquiries for prompt shipment. **Standard Mill Supply Company**, 502 Waldheim Bldg., Kansas City, Mo.

**AT SACRIFICE**

150 ft. 5 in. double leather belt  
40 ft. 4 in. double leather belt  
39 ft. 6 in. double leather belt  
Belting good as new.  
2 elevators with 6 in. buckets, complete  
28 Chapman Ball Bearings, never used  
28 Drop Hangers; 6 couplings; 1 Worthington Steam Pump. All must be sold at once.  
Write, wire or phone Canal 6367  
Sam Leavitt

1218 So. Laflin St. Chicago, Ill.

**REAL BARGAINS.**

**Prompt Attention.** Quick Shipments.  
When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans specifications, flow sheets, etc., our specialty.  
Write us without delay.

**SPROUT, WALDRON & CO.**  
9 S. Clinton St. Chicago, Ill.

**MACHINES WANTED.**

**FAN DISCHARGE** Sheller wanted, small capacity; also cleaner of roller screen type. **Ernsberger Mfg. Co.**, Ada, O.

**SAMPLE ENVELOPES**

**SAMPLE ENVELOPES—SPEAR SAFETY—**for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable. size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. **Grain Dealers Journal**, 309 S. LaSalle St., Chicago, Ill.

**Purchase and Sale Contracts**

Is a double page form designed for recording contracts for the purchase and contracts for the sale of grain. Each kind of grain is entered on a page by itself so dealer may quickly total columns, and ascertain whether he is long or short.

The left hand pages are devoted to—Purchased; the column headings being: Date; From Whom; Bushels; Grade; Delivery; Price; By Whom Bot; How; and Remarks. The right hand pages show—Sold, under which the following information is recorded: Date; To Whom; Bushels; Grade; Shipment; Price; By Whom Sold; How; and Remarks.

The book is well printed and ruled on linen ledger paper, size 8½x14 in., and contains 80 double pages. Bound in full canvas and heavy board covers. Order Form 18 P & S. Price \$3.00.

Send all orders to

**GRAIN DEALERS JOURNAL**  
309 S. La Salle St. Chicago, Ill.

**IMPROVED DUPLICATING GRAIN TICKETS**

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and at the same time, a ticket will be ready for the hauler. Very convenient for dealers who regularly issue scale tickets for each load of grain received. Chance of error will be minimized as both the ticket and office record will be the same.

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309 So. La Salle St. Chicago, Ill.

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309 So. La Salle St.

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## No Need To Worry About **SKF** Ball Bearings —And This Grain Dealer Writes To Tell Us Why

ONCE again a grain dealer writes us a letter which makes an ideal advertisement for **SKF** Ball Bearings. It has the ring of sincerity and tells a true story from actual experience. We'll let Mr. L. W. Heaton, manager, The Raymond Grain Co., Raymond, Kansas, speak for **SKF**:—

"Elimination of fire hazards and the possible savings in power were primary factors influencing our installation of four **SKF** Ball Bearings when we changed from gasoline engine to motor power last spring.

"Our engine was rated at 20 H. P. and was able to carry the leg only. By putting two **SKF** Ball Bearings on the head shaft and two on the jack-shaft and putting the motor in the cupola where it could be connected with the jack-shaft by a short belt, we have been able to use a motor rated at only 7½ H. P. This pulls the leg easily and has plenty of power to spare.

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## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JANUARY 10, 1929

THE NEW YEAR gives every grain dealer another opportunity to change his methods and adopt practices that will promote the cause of greater efficiency and surer profits. What have you decided to do?

**GOVERNMENT** in business is contrary to the constitution of the United States and tends toward socialism, a principle that was endorsed by a greatly diminished number of voters at the last general election.

**AN AFFIDAVIT** of ownership would be required for the sale of grain under the Caraway bill. It would be just as legitimate to require a farmer to make an affidavit that he was the owner of the grain or livestock he offered for sale at the country elevator.

**NO SOONER** was the granting of free storage for export grain at Baltimore prohibited by the I. C. C. than the New Orleans Harbor Commission cancelled its charges for weighing. As the I. C. C. has no authority over the Harbor Board this bait for export business will stand.

**FREE TIME** for giving disposition orders on grain cars arriving at terminals, corresponding approximately to the hours during which the grain exchanges are open for business would seem so desirable from the standpoint of both shippers and carriers that the trade should present a united front in its support at the hearing to be held Jan. 17 at Chicago by the Interstate Commerce Commission.

**OFFICE EXPENSES** of the South Dakota Wheat Pool for 1927-28 were 2.92 cents per bushel on the 2,063,093 bus. handled. In other words, the farmers paid nearly 3 cents per bushel for handling thru the pool than they paid for shipment thru the co-operative or independent elevators without the intervention of the pool.

**RECLAMATION** OF large areas of the West thru governmental irrigation projects has not resulted in the great benefits the political agitators promised. The increased production resulting from these various reclamation ventures has helped to increase the supply of surplus farm products at the expense of producers in other sections who are farming without governmental assistance.

**INVENTORY** of stock on hand is customary on the first of the year. Would it not be more worth while to take an inventory of methods and practices. An inventory of methods may disclose whether proper deductions are being made in the price for deficiencies in the grain bought, and whether the grain, once in the elevator, is so handled or so placed in the market as to earn the maximum profits.

**DEPRECIATION** OF mechanical equipment and of the elevator itself is one factor which every elevator operator should estimate carefully if he is to realize the full benefit when insuring his property or when making out his income tax statement. Not only does elevator machinery depreciate rapidly, but some of it becomes obsolete by the introduction of improved and better equipment hence should be written off.

**THE CARAWAY** bill should be denounced at every opportunity by everyone identified with the grain trade. The limitation or regulation of the public grain markets in any way by the government will effect great injury to the grain producers as well as to the traders who assume the speculative element involved in getting grain from the producer to the consumer. The author of the bill is meddling with a business he does not understand.

**A BUFFALO** grain dealer reported in this number has been indicted for negotiating fraudulent Bs/L and no doubt will serve time for his swindling tactics. It is so easy to detect the fraudulent papers and to trace the crime to the real offender no forger of Bs/L for grain ever gets away with much money. In fact, forging Bs/L for grain has proved so disastrous to all who have tried it in recent years one would not expect a grain merchant of experience to attempt it. Of course he was soon discovered and caught.

**STEALING GRAIN** in South Dakota seems to be accompanied with more danger to one's liberty than in any other state. Among other sentences recently imposed upon grain thieves, two men were given sixteen months each in the South Dakota penitentiary and a third was fined \$50.00 and given ten days in jail because of grain stolen from granaries in Edmunds County. If all courts would enforce the laws more rigidly grain dealers would suffer fewer losses of seeds and grain from their elevators. Light sentences encourage transgressors.

**HOCH-SMITH** rate readjustments between different producing districts would cause the shifting of industry from one section to another and destroy large capital investments in some communities. Meddling politicians seem never to tire of attempting to regulate business to operate in keeping with their own impractical ideas.

**CORN STALKS** are now being used in the manufacture of paper at Danville, Ill., and a local daily has just printed a special edition on corn stalk news print. Corn stalks are so bulky every elevator operator will have to put in a high pressure baler in order to ship the stalks of his neighborhood to the nearest mill. "How much are you paying for stalks today?"

**FEW COUNTRY** grain buyers have ever realized any permanent advantage from overbidding the market, but many dealers have won the respect of their customers and the high regard of their competitors by actively co-operating with all competing dealers in maintaining a fair market and making every endeavor to improve their services to their farmer patrons.

**PLACING A LIMIT** of 250,000 bales as the interest which any person or firm may have in future contracts in any one month on the New York Cotton Exchange is a reflection on the intelligence of the directors of the Exchange who took such action Jan. 5. A market is not worthy the name unless buyers and sellers are free to trade in such quantities and at such prices as they see fit. Instead of preventing anyone from buying cotton beyond the limit the rule will force business into channels outside the exchange where there are no artificial restrictions.

**CAPITAL** is so liquid it flows readily from any place where it is discriminated against, and if the bill proposed by Senator King of Utah to prohibit the discounting of paper by federal reserve banks if the funds are to be used for speculative purposes is enacted into law it will be another good argument for banks to surrender their national charters and become state banks. The practice begun by a few large corporations in recent years, of loaning their funds in Wall Street, directly instead of thru banks, would be greatly extended, nullifying the restriction.

**FREE STORAGE** for export grain in the elevators at Baltimore and Philadelphia has created such a storm of protest that the tariffs, which are now under suspension until the middle of 1929, probably never will be made effective. We sympathize with owners of large and up-to-date elevators who desire to keep their bins profitably filled by making a temporary concession to attract the grain their way, but rates and tariffs are so restricted by government commissions it is practically impossible to avoid upsetting the whole fabric of rates and charges. Much of the difficulty in keeping an elevator profitably filled could be obviated by making a contract with a private grain firm to keep the house open for public use, the conditions of the contract being such as to induce the private firm to procure the routing of grain thru the plant.



FREE STORAGE has got another Kansas elevator into difficulty. The Wallingford Elevator at Ashland, which was closed recently, seems to have most of its liabilities with two hundred farmers living near at hand. Free storage has always proved an expensive practice for country elevator operators, yet some of them seem to ignore the experience of their brothers and persist in trying to attract business by offering this free bait to their own disadvantage.

EUROPEAN buyers of U. S. barley who induced the Dept. of Agr. to change the grading of export barley without changing the rules or notifying the grain trade, stirred up so much distrust of the work of the Board of Review, it will take years to regain the confidence of the domestic grain trade. The fickleness of the Board in directing the announced changes in the grading of this year's barley grown in the middle west will never be forgotten. Inspections to be fair to buyers and holders of any grain must be uniform throughout the marketing of each crop.

FEDERAL insurance of the farmer against climatic hazards beyond his control would be consistent with a sound government policy only if a sound actuarial basis for such insurance be found, is the sane finding by the Sec'y of Agriculture in response to a Senate resolution, but the Sec'y wisely adds that he doubts the farmers will buy the insurance if they have to pay what it costs. Compulsory insurance would not increase the crop, but would decrease the return to the whole body of growers by the amount of the expense of bureaucratic collection and distribution of premiums.

IOWA'S STATE Sec'y of Agriculture has been warning Iowa grain buyers that under the law it is illegal to take more than 70 lbs. of ear corn to a bushel. It does not make any difference to the vigilant Sec'y whether the corn contains 30% or 40% moisture, but it will make a world of difference to the buyers who hold the corn until it dries out, then sell it by weight. In Ohio and Indiana where the lawmakers sought to force grain dealers to buy ear corn by a bushel of 68 pounds the bushel was generally abandoned and all ear corn purchased by the hundredweight. The generally conceived idea of our lawmakers that they can legislate value into any commodity has always proved ridiculous when put in practice.

CONGRESSMEN who may have to vote soon upon artificial control of grain prices under a farm relief bill should consider the failure of price control in England of rubber and in Cuba of sugar. Twelve years ago the Cuban government enacted a law limiting planting, cutting and grinding of sugar cane and established an "export commission." Other countries took measures to produce sugar independently against any high price sought to be established by Cuba and the result has been an extreme depression affecting all business in the island. The planters demanded that the government repeal the law, and now all restrictions have been taken off and the export commission is to be liquidated. Why embark on a similar experiment in this country?

### Pursuing the Middlemen.

The organized grain exchanges may learn what is in store for them by studying the attempts of the federal bureaucrats to regulate the packing industry, federal control of the live stock markets being several years in advance of the legislation to control the grain markets.

Much was expected by the livestock shippers and a utopia promised by the agitators from the enactment of the Packers and Stockyards Act, but it has been a complete failure. So much so that a new drive against the packers is on in Congress to pursue the packers into their private direct buying yards.

Regulation of the public yards had the effect of proving to the stock shippers in the country that it was costing very much to maintain the public yards, and it became too easy for the packers to persuade them that all could save this cost by shipping direct. The secretary of the Iowa Co-operative Live Stock Shippers Ass'n told the House Com'te on Agriculture that the cost of the terminal yards had become enormous, and that greater competition has forced the farmer to find other markets than the terminal yards. The Co-operative secretary told them, "We have a secretary of agriculture right now, who will interpret regulations and facts so as to choke the outlets of the producer."

Just as the Packers and Stock Yards Act was a failure so has the Grain Futures Act been a failure, and just as amendments are now proposed to the Packers Act so we have the Caraway and Capper-Dickinson bills, the real effect of which will be, in the words of the co-operative secretary, to choke the outlets of the producer.

Another parallel is that just as the commission merchants and brokers in the live stock industry have been the ones to suffer from attacks on the competitive public yards system, so will the grain receivers and brokers be the ones to suffer from threatened legislation throttling the open markets of the exchanges.

The cash grain dealers and elevator proprietors have nothing to fear from legislation that throttles competition, if we are to judge from the effect of regulation of the public stock yards on the profits of the packers. During the five years since June 30, 1923, the leading packing company has reduced its bank loans from more than \$100,000,000 to less than \$5,000,000 raised its working capital from \$130,000,000 to \$164,000,000 and its ratio of current assets to liabilities from less than 2 to 1 to 6 to 1, providing that it is impossible to deprive

those engaged in the physical handling of their due reward.

### The Trade Practice Conference.

Merchants troubled with unfair competition are looking toward the new trade practice conference of the Federal Trade Commission for relief, as it is something new.

The plan is worked as follows: The Commission calls together in private conference a group of private citizens, who adopt certain rules with reference to their private business.

When the Commission has placed the stamp of its approval upon these rules, by that fiat they are changed into laws with all the force and effect of an Act passed by Congress and signed by the President. The citizens throughout the land are bound by them and the strong arm of the Government will be used to enforce their observance.

To quote the Commission, it adopted the following:

"That the clandestine violation of any of said resolutions, those accepted by the Federal Trade Commission merely as expressions of the industry as well as those approved by said Commission shall be deemed unfair methods of competition."

This gives every industry the right to make its own laws. Every little industry, even of two or three individuals, could gather together and pass laws that they believe would be to their advantage.

Commissioner Humphreys, who voted against the adoption of the resolution, asks:

"Why was this action taken? There seems ever to be a desire on the part of Governmental Departments and Government Bureaus, to increase their jurisdiction; to reach out for more power; they are never satisfied. This is a natural result of the bureaucratic system. It is especially true with those who have been long in departmental service, and particularly those who have never had any experience except from the Government side. They become imbued with the bureaucratic complex and with the idea that a man brought up in a Government office knows much better how to run any business than the man who owns it."

Several flaws have been pointed out in the trade practice conference plan. If the Commission brings suit against a member for the clandestine violation of one of the rules of the conference to which he belongs the defendant has 30 days in which to answer, and if he has handed in his resignation from the conference the Commission can do nothing against him, his resignation having deprived the Commission of jurisdiction over him. That absolutely ends the matter so far as the Commission is concerned, in the opinion of Commissioner Humphreys.

All the Commissioners, Mr. Humphreys in-

## Success

in any endeavor is not easily won. It comes only after a love for the task at hand and years of strenuous labor. When a man or an organization becomes a recognized success, there must be no let-up, for the hard-earned reputation must be maintained.



cluded, are of the opinion that the Trade Practice Conference is of great value, and business men who have participated in the conferences heartily agree with them. By means of the conference it may be possible to do away with the unfair trading that present laws do not seem to touch.

## Confirmations Have Their Proper Place.

When a departure from correct trade practice becomes so common that everybody is doing it, a movement often starts in the other direction towards abandoning the faulty practice.

Loose practices in making contracts by 'phone and then relying upon the arbitration committees to compose the differences resulting eventuated several years in a great increase in the number of arbitration cases before the Grain Dealers National Ass'n, and requiring the appointment of several additional arbitration committees to handle the increased volume of controversy. A return to sane methods has diminished the number of cases to a point where a single committee could handle all of them.

Looseness in making contracts has taken another outlet by dependence on confirmations to fix conditions that properly should be settled in the original articles of trade. In fact, some sharp traders think they can foreclose on the other party by declaring their own confirmation is binding even though the recipient never acknowledges its receipt. A confirmation does aid in clearing up some minor feature of a contract commonly covered by the custom of the trade, but courts and arbitration committees expect the parties to come to an understanding before sending confirmations on such important matters as the price, the grade and the time and place of shipment.

It is an imposition on the other party to the contract to hide in a confirmation a departure from the accepted practice of the trade, a change in the grade contracted for or the time and place of shipment, and then undertake to bind him without his knowledge, if he does not read the confirmation, by a clause to the effect that "Failure to return this confirmation signed will be considered an acceptance of same."

It must be admitted that country grain shippers are very remiss in the matter of returning confirmations duly signed. Their dealings with the same terminal buyers have been so satisfactory that the return of confirmations seems to some of them a useless chore. This is not the case when dealing with a new connection that may not be worthy of the confidence reposed in established customers, and such confirmations should be read with care and prompt denial made when the terms therein are not those of the original articles of trade as made over the 'phone or by wire.

Promptly confirming the terms and conditions of a contract in writing enables both parties to get a clear and definite understanding of exactly what is intended by the other party before it is too late to correct the misunderstanding and prevent heavy damage resulting to either. Prevention of unnecessary loss by caution and care will always prove far more profitable than trying to recover before an arbitration committee or in the courts. Written confirmations carefully read and corrected before signing will help users to avoid many costly disputes.

## When Will Uniform Grading Be Attained?

If the grain trade is ever to have grain grading that approaches the long coveted uniform grades desired, then it is essential that all laws and regulations forbid the changing of either the rules or the interpretation of the rules between crops. It is generally recognized that growing conditions entering into the production of each crop of grain occasionally do result in a marked change in the character of the grain produced, but after a crop has started to market and a stock of the grain has accumulated in the terminal storehouses the grading should not be changed.

The supervision of the grading of grain was turned over to the Federal Government only after the various inspection authorities had striven in vain to maintain uniform standards thruout the movement of a crop. The Board of Review and the Federal supervisors seem to have forgotten the real purpose for which they were given authority over the grading of grain and by sending specific instructions changing the interpretation of the rules to some inspection authorities and not to all, the supervisors immediately make uniform grading of grain impossible.

The handlers of grain, the operators of the elevators and the dealers in grain have begun to lose confidence in Federal supervision and unless something is done soon to regain the trade's confidence Federal supervision will be an expensive farce because no one can afford to buy or sell grain by gradings which are not dependable.

## How Terminal Buyer Euchred Shipper.

Albert Wirch at Omro, Wis., sold a car of hay to Callieri Bros. for an agreed price of \$245. Callieri Bros. gave the station agent at Omro an order to place a car for loading and Wirch put the hay into the car Saturday, Oct. 10, expecting one of the firm to appear and pay the price. No one appeared and no payment was made.

An S/O B/L was made out to Callieri Bros., notify Langenberg Bros. Grain Co., St. Louis, Mo. After the car had left Omro Wirch and his lawyer, with the aid of the local railroad agent, tried to hold the car in transit but failed.

Wirch brought suit in the circuit court of Winnebago County and got judgment against the Chicago, Milwaukee & St. Paul Ry. Co., but this was reversed Dec. 4, 1928, by the Supreme Court of Wisconsin, saying:

We can find no proper legal support for this judgment. The car was ordered by the shippers, Callieri Bros., and it was delivered to and held at Omro station subject to their orders for an interstate shipment. The plaintiff cannot be considered as occupying the relationship of shipper so far as the railroad was concerned. Callieri Bros. alone had the lawful right to have the hay shipped and to require the defendant railroad company, under its duty towards shippers, to make out the B/L as it did and forward the car according to their instructions. Contracts of this kind are no longer matters of private contract between carrier and shipper. Chicago & N. W. R. Co. v. J. I. Case Plow Works, 173 Wis. 237, 240, 180 N. W. 846.

Even conceding that there was a sufficient consideration to support the claimed agreement between plaintiff and the station agent on behalf of defendants, a point upon which we express no opinion, nevertheless the defendants could not make a lawful contract with the plaintiff, an outsider, to in any way interrupt or interfere with their statutory and common-law duties as common carriers towards shippers. As against the rights of shippers, the defendants could not contract to assume the inconsistent responsibility of aiding a third person, dealing with the shippers, or of substituting its aid for the remedies the law gives

to such third person. The plaintiff therefore has no right to recover on any theory of a contract between him and the common carrier as to the shipment of this hay.—222 N. W. Rep. 232.

## Judgment for Loss of Grain in Transit.

Edward C. Sanford shipped 8 cars of corn from Byron, Neb., one to Sherman, Tex., and 7 to Kansas City, Mo., on which there was a shortage of 600 to 1,200 lbs. each.

Sanford brought suit with Grant W. Harrington as attorney and got judgment based on the market value at Byron as claimed, for the full amount, \$132.16, against the C., B. & Q. R. R. Co., plus an amount added by the court, making it \$140.08, with interest.

The railroad company took an appeal, alleging, correctly, that the proper basis was the value at destination; the Supreme Court of Kansas, however, thought this was not a sufficient difference to warrant a reversal of the judgment. The court on Dec. 8, 1928, said:

It is contended that the proper measure of damage was the value of the corn at Sherman, Tex., instead of at Byron, Neb. If this were true, the defendant was not hurt by the introduction of the evidence, because the corn probably would have had a greater value per bushel after shipment to Sherman, Tex., than it had at Byron. The difference would have been so small that it is not worthy of consideration in an appellate court.

The amount claimed in the petition was \$132.16. The verdict was for that amount. Judgment was rendered for \$140.08 and interest. The difference between the amount claimed and the judgment rendered was \$7.92. Interest at 6 per cent on \$132.16 for the year that had lapsed between the shipment of the grain and rendition of the verdict would be \$7.92. Evidently from the record, the court allowed interest on the amount of the verdict of \$132.16. Defendant contends that this was error, that the plaintiff sought to recover unliquidated damages, for which interest is not allowed in this state. We quote from Lower v. Shorthill, 103 Kan. 904, 176 P. 647, as follows:

"It is clear that the damages, if any were sustained, arose on a tort, were unliquidated, and were not ascertainable by computation." Page 905 of 103 Kan. [176 P. 647].

"Before the rendition of judgment, interest is not recoverable on unliquidated damages which are not ascertainable by computation based on some fixed standard of measurement." Syl.

In Grain Co. v. Railway Co., 96 Kan. 1, 149 P. 744, this court said:

"In an action against a carrier for damages on account of the injury to or destruction of property in transit, interest is not recoverable." Syl. par. 1.

It was error for the court to render judgment for more than the amount of the verdict, even if that increase was for interest on the damage sustained, but the amount of error is readily ascertainable, \$7.92, and the judgment can be reduced by that amount.

The defendant attempted to prove that the plaintiff had shipped over the defendant's line of railroad a number of other cars of grain, on nearly all of which he made claims for shortage at about the same ratio as those claimed in the petition in the present action. That evidence was excluded. Even if it had been competent, concerning which there is serious question, it cannot be considered because it was not in any way produced on the hearing of the motion for a new trial.

The judgment is modified by reducing it to \$132.16 and interest on that amount from the date the judgment was originally entered. As modified, the judgment is affirmed.—272 Pac. Rep. 151.

THE MOTTO "Working Together We Get Results" of the Tri-State Country Grain Shippers Ass'n is one that any group of grain dealers can practice with profit.

## North Dakota Dockage Loss Heaviest.

R. C. Miller, in charge of the federal grain supervision office at Minneapolis, reports more dockage in North Dakota grain than ever before on record. Smut in wheat, ergot in rye, mixed grains, further added to the tremendous losses taken, which situation is getting worse, instead of better, he points out.

Planting clean, treated seed of true varieties (rather than admixtures), is the only salvation for the farmer.



## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Watch for Chicken Medicine Fraud.

*Grain Dealers Journal:* We bought some chicken medicine from a man from Kendallville, Ind., costing us \$60. He agreed to advertise the remedy in our local papers, and to furnish a man to canvass the territory, so that all could be sold in 90 days or he would take it back and refund the money.

He has not done one thing that he promised to do.

We sent the medicine back to him c. o. d. and he refused to take it back, so the railroad company shipped it back to us and we had to pay express charges on it both ways. We have written him two or three times and he does not answer.

We have the agreement signed in his own handwriting. Can we do anything to make him live up to his agreement?—A. S. Dokken, mgr. Blue Mounds Lumber Co., Blue Mounds, Wis.

**Ans.:** The agreement is probably legal and binding on its face; but if it is attempted to enforce it the "slicker" will be found to be judgment proof, with his property in his wife's name, or the name of some company is signed to the agreement, with himself only as an agent, not personally liable.

Perhaps readers of the Journal in the vicinity of Kendallville, or elsewhere, may be able to make a report on the salesman's financial responsibility.

### Failure to Sign Confirmation?

*Grain Dealers Journal:* I note in your issue of the 10th you say in reply to the inquiry of the Farmers Union Cooperative Ass'n of Mound Valley, Kan.:

"Failure to return this confirmation signed will be considered an ACCEPTANCE OF SAME" is of no force or affect.

A few years ago one of the trade papers reported a decision in a case similar to the one quoted where the judge decided when a contract sent the buyer with the same wording you quote as above the contract is binding if not returned within a reasonable time and the court further decided a "reasonable time" to return the contract if not agreeable to the buyer was two days after he received it. I am unable to locate the decision at the moment, but if I find it later will be glad to send it to you, for it seems reasonable and just that the second party to a contract should notify the party of the first part if the contract sent him is not satisfactory.—Cyrus S. Weiss, Wilkes-Barre, Pa.

**Ans.:** The decision referred to by Mr. Weiss was published in the Grain Dealers Journal at the time, and since the reply in Dec. 10 number to which Mr. Weiss refers there was published in Dec. 25 number under "Asked-Answered" a second reply, this time to the attorney of the Farmers Union, Payne H. Ratner, giving the citations for which he asked, backing up the points to which Mr. Weiss takes exceptions, and which we ask Mr. Weiss to read. Much could be said against the attempt of some sharp traders to foreclose on the other party's rights by mailing him a confirmation different from the actual trade as first made, but it should be sufficient to quote again the Supreme Court of Kansas in *B. Strong v. Alexander Milling Co.*, 243 Pac. 1039, that

"We see no reason why the failure of the defendant to reply to the plaintiff's confirmation should have any greater effect than the plaintiff's failure to reply to the defendant's."

This does not mean that confirmations are to be thrown out of evidence entirely. The jury will take them for what they are worth, explaining what each party thought he was contracting to do, but "Silence does not give consent." Courtesy requires a reply, if only to save the party confirming from a loss.

Contracts are made only by the positive and voluntary actions of both parties thereto. Silence does not give consent to any contract,

and to attempt to force one party to accept the terms and conditions of the other parties' confirmation because he does not specifically object would invite a world of fraudulent practices. Minds must agree to form a legal contract, and in many states contracts involving \$100 or more must be evidenced by formal written evidence.

### Payment Stopped on Check?

*Grain Dealers Journal:* We have in our possession a check for quite a large amount. This check was put thru our audit by a manager, but when taken to the bank the party had stopped payment, saying it was forged.

We showed him the check and he now admits it is his signature, but at the same time does not say why he issued same. We have no sales against this amount on our books, altho party bought a large amount of grain from us.

Could we hold him for the amount of check or employ somebody who could collect on a percentage basis?—Jerry J. Zah, mgr., Farmers Grain Co., of Yanka, Brainard, Neb.

**Ans.:** The party writing a check has the privilege of stopping payment by notifying the bank before presentation, making the check worthless. No suit can be brought on the check; but if the drawer of the check owes the payee money the payee can bring suit to collect the same as any other debt, regardless of the check.

There may have been no actual sale back of the transaction, the check possibly having been given just as accommodation paper to enable someone to balance his accounts in an audit, or for some other reason known perhaps only to the two parties giving and receiving the check.

Possession of the check enabled someone to make it appear that he had that much more cash on hand than actually was to his credit. The accounts of anyone practicing this dodge should be scrutinized to detect a shortage.

### Position as Federal Grain Inspector?

*Grain Dealers Journal:* Can the Journal give me information relative to securing a position as federal grain inspector, or whether there is a school that could fit a man for the position?—W. A. Sampson, Wichita, Kan.

**Ans.:** Federal licenses to grade grain for each grain separately are given by the U. S. Dept. of Agriculture without requiring schooling. It is only necessary to pass the examination and tests that demonstrate the candidate's ability in grading to entitle him to a license; and he can continue to inspect grain only so long as the federal supervision is satisfied with his work.

A few of the states conduct schools of grading and testing for a period of two weeks each year, as at Corvallis, Ore., that at Urbana, Ill., having been discontinued, as at some other states, due to a lack of continued interest. A school probably will be conducted at Wichita, Kan., information regarding which can be obtained from R. D. Jarboe, federal supervisor, 701 Wheeler-Hagney Bldg.

Many of the successful grain inspectors have only a grammar school or high school education, but have worked a year or more in a grain inspection department conducted by the state or grain exchange.

The inspectors get their license from the federal government; and their fees from the public, or their salaries from the states or exchanges, so that altho they are federally licensed they are correctly described not as federal inspectors, but as state or exchange or board of trade inspectors.

An opportunity to get into the federal grading service is presented by the U. S. Civil Service Commission, which will receive applications until Feb. 19 at Washington for the position of junior supervisor of grain inspection at a salary of \$2,000 a year, starting at the work of sampling cars of grain under the direction of a supervisor, with prospects of advancement, the higher salaried positions being filled thru promotion. Information regarding the examination may be obtained from the U. S. Civil Service Board of Examiners at the post office or custom house in any city.

### Freight Charges on Actual Weight?

*Grain Dealers Journal:* Some time ago I shipped a car of grain loaded on the Pennsylvania. The shipper's weights on this car were 52,130 lbs., the out-turn weight was 51,455 lbs., and a settlement was made both with the consignor and the consignees on 51,455 lbs.

The railroad company charged on 52,300 lbs., and refused to make an adjustment on the basis of the out-turn weight even tho the out-turn weight was accepted as final adjustment by both the shipper and the receiver. Is the Pennsylvania R. R. Co. justified in declining to allow this overcharge weight claim?

You have probably received questions of this kind before and any information will be appreciated.—V. E. Chambers, Sidney, O.

**Ans.:** The matter was up for a conference with the Western Trunk Line Ass'n over a year ago, when Col. Dodge for the carriers tried to get what he called a "tolerance" for weights in freight bills. The gist of the idea was that no change would be made in a freight bill unless the difference in the weight was some 500 lbs. or more. He did not get anywhere with the scheme, as the shippers were too well represented at the meeting.

H. A. Feltus, of Minneapolis, who had been chosen spokesman by the grain men, told the railroad officials that it is the position of the grain trade "That when shipments of grain or seeds are destined to points where official weights are obtained, freight charges be assessed and collected on the basis of said destination official weight."

It is safe to say that the destination weight should govern the freight charge in the absence of some special circumstance such as the shipping weight being official, supervised and accepted, and the destination weight unofficial and that of some unsupervised interior industry. Of course, the weight could not be under the minimum for the car.

Other railroads charge freight on the out-turn weight, and we doubt that the Pennsylvania would be permitted by any court to collect freight on any other weight.

### Recovery of Loss on Misgrade?

*Grain Dealers Journal:* The "Asked-Answered" page of the Journal is always interesting and frequently problems discussed are no doubt similar to experiences of many.

Some time ago we bought a car No. 2 mixed kafir out of Kansas City at \$1.80 per hundred. It was confirmed in the usual way. Confirmation showing "Subject to K. C. Grades, K. C. Weights."

This car was bought on the basis of No. 3 or better and so confirmed. The grain inspection certificates attached to draft and B/L shows 2 Mixed, 70 kafir, 30 milo, 57.6 weight, 14.2 moisture. This is a Missouri State Certificate and is signed by James M. Hanford, licensed inspector, and countersigned by M. C. Fears, chief inspector. It was dated at Kansas City.

Sight draft was paid on its arrival seven days after date of billing and car arrived about a week later in very bad condition, steaming hot, almost a solid mass. Shipper was immediately notified by wire, and advised drying quick was only way of saving. He replied that it should be reconditioned at once and that he would be responsible. Not having drying facilities we shipped it to nearest drier after having it inspected and so wired shipper, also advising we would sell for his account as we could not use and would do very best possible.

Inspection on our track showed 19 per cent moisture, sample grade, hot and musty. After drying inspection showed less than 14% moisture, sour.

Many wires and letters were exchanged and shipper insisted charges involved in reconditioning were excessive and he would not assume them and refused to give disposition of car on track at drier, though he had a broker at that point. We offered to take it at a discount, but shipper insisted a settlement would first have to be effected and offered to settle on a fifty per cent basis.

His broker was finally notified and phoned us about it. We agreed to have our differences arbitrated and understand the car will be shipped back to us.



Our costs involve freight to and from drier, discount on grade, drying, inspectors' fees and shrinkage in drying, involving about \$200. What are our prospects of recovering and where would such a matter be arbitrated and by whom?—F. S. Wertz & Son, Reading, Pa.

Ans.: Unfortunately for buyer this car was sold on Kansas City inspection and when the seller furnishes official certificate his responsibility ceases. Buyer thought he was buying a car of No. 3 or better kafir, whereas he was actually buying an inspection certificate.

The shipper was generous when he offered to be responsible, but in law he could not be held to this offer, as there was no additional consideration therefor.

The grade limit is 15% moisture, and the difference between 14.2 found at Kansas City and 19% at destination needs explanation. If due to rain leaking thru the roof of car the railroad company is liable.

Voluntary arbitration may be had before any agreed upon arbitrator; compulsory arbitration is provided in the contract or if both are members of the same ass'n. Under the facts stated, however, buyer could not expect to gain by arbitration, as the trade was made subject to Kansas City grades.

## New President Kansas City Board.

J. J. Kraettli, general manager of the J. E. Rahm Grain Company, was elected president of the Kansas City Board of Trade to succeed himself. Mr. Kraettli, last year, completed the unexpired term made vacant through the death of J. A. Theis. As head of the Kansas City exchange during the last six months, Mr. Kraettli has added to his host of friends in the trade. He is considered an authority on grain marketing and many have sought his advice regarding problems confronting the Southwest grain shipper. The ever-increasing difficulty experienced with the technical application of the grain standards act has been the subject of much discussion between this exchange head and officials of the department of agriculture. A committee representing 9 farm, milling, grain and other organizations

in this territory, appointed at his suggestion, is expected to do much toward modifying the strict interpretations of the act.

Roland A. Jeanneret, of the Moore-Seaver Grain Company, second vice-president of the Kansas City Board of Trade last year automatically succeeds to the first vice-presidency. He has been a member of this exchange twenty years, serving in various capacities on committees and a director in 1926. Mr. Jeanneret has been identified as an expert on freight rate matters and served as chairman of the transportation committee several years.

Frank A. Theis of the Simonds-Shields-Lonsdale Grain Company was elected second vice-president. He is a son of the late J. A. Theis and has been a member ten years.

## Portland Grain Exchange Incorporated

An option market is certain of establishment at Portland, enough endorsements and traders having been obtained to warrant proceeding with plans for incorporation.

"The Portland Grain Exchange" is to be the name used.

A com'te on rules was appointed to proceed with the details of the project, which numbers among its membership grain dealers in several other Pacific Northwest markets.

## New B/L for Cargo Grain.

The Com'te on Steamship Affairs, New York Produce Exchange, composed of L. L. Richards, chairman, J. B. Cooper, A. J. Mouris, William M. Gavigan, James Ward Warner, and William Beatty, pres. of the Exchange, has evolved a new B/L for use by vessels engaged in transporting grain. As adopted by the New York Produce Exchange, this form eliminates many of the difficulties and inconveniences in the forms heretofore commonly used. The new form has 24 articles and 128 printed lines. It covers any destination anywhere from any port in the United States or Canada. It has new stipulations and provisions, and while, as heretofore, the B/L supersedes the charter "upon shipment of cargo," this B/L is especially prepared for the grain shipping trade and is always available without recourse to the steamship companies for blank forms.

As circumstances may demand this B/L provides that the Canadian Water Carriage of Goods Act becomes applicable, just as similar laws in the United States from United States ports are made operative.

Provision is made against some of the most fertile causes for litigation. Among these are the following:

ARTICLE 2 requires feed wheat and mahogany corn shall always be excluded from the grain to be loaded.

ARTICLE 5 provides that the B/L authorize the steamer to proceed to a designated port of discharge, or "as near thereto as she can safely get, always afloat," when such a steamer is subject to discharge at a range of unnamed ports.

ARTICLE 9 stipulates that the vessel shall employ stevedores and that the charterers shall approve them or show reason for non-approval.

ARTICLE 11 requires prepayable freight, dead freight and demurrage be settled in cash or by certified check before surrender of the B/L at loading port.

BUNKERING stations in the U. S. and Canada are specified.

ARTICLE 16 provides that a strike or lock-out of the shipper's men shall not stop demurrage, if by due diligence other workers could have been secured at "rates current before."

ARTICLE 17 refers all disputes to arbitration.

ARTICLES 8, 10, 11 and 19 are designed to cover tender, readiness, loading and other sources of delay at discharging ports.

Mutual and necessary concessions were made by both the steamship companies and the shippers, but members of the New York Produce Exchange express belief they now have a more convenient and workable form in the new B/L than they have ever had.

## Weighing Charges Absorbed at New Orleans.

The weighing charges on all grain passing thru the public elevators operated by the Board of Commissioners, Port of New Orleans, are being absorbed, effective Jan. 1.

Heretofore the Board of Trade doing the weighing levied a just charge of from \$1.10 to \$1.50 per car. Thru this absorption a savings of about \$400 per cargo will be effected.

## Intermediate Inspection at Salt Lake City and Ogden.

Intermediate grain inspection may now be taken advantage of on shipments passing through Salt Lake City and Ogden, Utah, according to a circular from the Ogden Grain Exchange.

A federal supervision office is located at Ogden, where appeal certificates may be obtained upon request and the fee of \$1.50 a car, which includes a condition report.

## Pacific Northwest Ass'n Unified Against Caraway Bill.

The Caraway Bill, which is considered detrimental to grain and milling interests, which would confine futures trading to millers, exporters and others who take actual delivery of grain, thus narrowing the market too much for successful operation, is being bitterly opposed by the Pacific Northwest Grain Dealers Ass'n.

President Richard J. Stephens is advocating that everyone in this section vigorously protest the measure to respective Congressmen.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Jan. 17-18. Mutual Millers and Feed Dealers Ass'n mid-winter meeting, Hotel Buffalo, Buffalo, N. Y.

Jan. 23-25. Iowa Farmers Grain Dealers Ass'n, silver anniversary convention, Fort Dodge, Ia.

Jan. 24-25. Indiana Grain Dealers Ass'n, Indianapolis, Ind.

Feb.—Montana Seed Council, Bozeman, Mont., in conjunction with the annual Farm & Home Week, fostered by the state college.

Feb. 5-7. Farmers Grain Dealers Ass'n of Illinois, at Joliet, Ill.

Feb. 5-7. North Dakota Farmers Grain Dealers Ass'n 18th Annual Convention, Fargo, No. Dak.

Feb. 13-14. Indiana Farmers Grain Dealers Ass'n, Logansport, Ind.

Feb. 19-20. Eastern Federation of Feed Merchants semi-annual meeting, Binghamton, N. Y.

Feb. 19-21. Ohio Farmers Grain Dealers Ass'n, place to be announced later.

Feb. 19-21. Minnesota Farmers Elevator Ass'n, Minneapolis, Minn., headquarters Hotel West.

Feb. 21. Tri-State Country Grain Shippers Ass'n, New Nicollet Hotel, Minneapolis, Minn.

Feb. 21-22. Ohio Farmers Grain Dealers Ass'n, Toledo, O.

May 6-10. American Ass'n of Cereal Chemists, Kansas City, Mo.

June 6-8. American Feed Manufacturers Ass'n Annual Convention, French Lick Springs Hotel, French Lick, Ind.

June 9. Nebraska Farmers Elevators Managers Ass'n mid-year meeting, Horky's Park, Crete, Neb.

Oct. 14-16.—Grain Dealers National Ass'n, Hotel Pere Marquette, Peoria, Ill.

Oct. —. Nebraska Farmers Elevator Ass'n, Lincoln, Neb.



John J. Kraettli, President Kansas City Board of Trade.



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

### Germans Using American Barley as Guise for Changing Export Rules?

*Grain Dealers Journal:* Judging from the series of articles run in the *Journal* on "scabby" barley situation, it occurs to me that the Germans are going to make an attempt to capitalize on the controversy to establish export rules particularly favorable to Bremen and other German grain importers.

At the present time, what is known as "London Rules Governing Export Grain" are used for grain from Canada and the U. S. These rules permit these two exporting countries of North America to grade their own grain before it is shipped, not to mention putting a price thereon. Other countries accept destination weights, grades and prices.

The entire grain trade of North America should oppose any such move to overthrow jurisdiction over their own products.—A. R. P.

### Farm Situation Improving.

*Grain Dealers Journal:* The farm situation appears to be gradually improving along natural lines, as it will continue to do if it is not further complicated by radical and ill-advised legislation.

A measure to prohibit short selling is before Congress. For every short sale there is a purchase. Nothing can be sold unless someone buys it at the same instant. Farm relief advocates seem to overlook that fact when arguing that "there ought to be a law" to prevent short selling because it depresses prices. A certain class of farm relief advocates appear to see only one side of it.

Common sense will prevail in the long run, however, and it does not appear probable that the exchanges will be seriously interfered with in their task of marketing the grain crops at a minimum of costs to the producer.—H. A. Plumb, Sec'y Chamber of Commerce, Milwaukee, Wis.

### Reforestation of Marginal Land Aided.

*Grain Dealers Journal:* In your campaign for reforestation of marginal land, or that which just returns the costs of cultivation, the *Journal* will be interested in learning what is being done in North Carolina.

Some 350,000 pine seedlings were grown at a state nursery, and these will be distributed next spring to aid farmers in their state-wide reforestation program.

Being poor business men, farmers on marginal land are dissatisfied, which small volume of calamity howling is unjustly reflected by others not thoroughly familiar with economic principles governing production.

Unquestionably, marginal land should be removed from production, and the best and most generally profitable manner of accomplishing same would be by reforestation.

Grain dealers would, strange as it may seem, profit more with fewer and better farms and farmers in their respective communities, and the fewer and better farmers would themselves profit more than when the average grade of their crops is lowered by the production from marginal lands, and the price likewise affected because of the over-supply of poorer grades available.

Everyone would profit more with the inauguration of a rounded out reforestation program.—H. R. R.

### Bremen Barley Buyers' Real Reasons for Repudiating Contracts.

*Grain Dealers Journal:* The 1928 crop of barley will long be remembered by the grain trade for two very important reasons. The first of which is the repudiation of contracts by German importers. The second will be dealt with in another article.

The repudiation by German importers will, in the course of time, be settled in the British Courts of Law. Up to the present the facts appear to be as follows:

Early last summer, considerable new crop barley was bought by European merchants from North America for shipment starting when the new crop commenced to move and continuing for different periods throughout the balance of the year.

At the time these contracts were being made for new crop barley, the price level appeared very reasonable as it was at a considerable discount under spot barley. As almost every day of the growing season showed improvement in the prospect for a large crop the price level declined; first gradually, then, when the size of the crop was fully realized, quite sickeningly.

An approximate idea of this decline can be gained by realizing just before the new crop started to move in volume, No. 2 barley was sold at close to 90c per bushel at the Seaboard and by the end of August at close to 75c per bushel.

Old crop barley had been cleaned up and the new crop moved rapidly into consumption. High priced barley was arriving at European ports when barley was selling in domestic terminals at from 12 to 18c per bushel less. Some complaints were voiced on account of the quality of U. S. No. 2 barley.

The grain trade has been schooled to look for efforts on the part of unreliable buyers to seek a loophole thru which to crawl out of unprofitable purchases. When the terms under which these contracts were made, were fully considered, it was difficult to see how the complaints could be justified. Most of these barley contracts were made on basis of London Corn Exchange rules. The pertinent features of these rules are:

I. Certificate of inspection issued by exporting country shall be final as to quality.

II. Seller does not guarantee the grain to be free from defects which are not noticeable on reasonable examination.

III. That in event of any dispute arising over the fulfillment of contract, such dispute shall be settled by arbitration under the rules of the London Corn Exchange.

Shipments of barley were all supported by certificates of inspection which under the rules of the contract, was evidence of proper delivery.

Did all German importers abide by the "certificate final" clause? They did not.

Did all German importers abide by the clause that seller did not guarantee the barley to be free from defect not noticeable on reasonable examination? They did not.

Did the German importers, who refused to accept shipments as a proper delivery, accede to the clause to abide by London Arbitration? They did not.

In all sense of fairness, let nothing here be construed to mean that all German importers repudiated or attempted to repudiate their purchases. As a matter of fact, all the trouble caused so far, has emanated from one Port in Germany: The Free Port of Bremen. The importers at this Port are banded together in a "Verein" which avows the intention to force

claims against them to courts of law and have intimated they will appeal from any unfavorable decision up to the court of last resort. More will be said about the alleged cause for the action later, but let it here be considered that at no time have they approached the matter with a sense of fair play or with the attitude of amicably arriving at some mutual understanding.

Their entire claim for repudiating their purchases rests on the claim that hogs will not eat the barley and therefore it should never have been graded. They do not claim that cattle will not eat the barley. They do not claim sheep will not eat the barley. They do not claim that other animals or fowls will not eat the barley. They rest their claims on the fact that hogs will not eat it.

This barley may test 46 lbs. or better; it may contain 86 or more per cent of sound barley; it may contain less than 15 per cent of moisture; in fact, meet all the requirements for this grade as laid down by the U. S. Standard Grain Act, but if hogs will not eat it, they feel justified in refusing to pay for that which they bought.

Nowhere in the U. S. Grain Act is there expressed any intent to guarantee that any grade of any cereal would be suitable for any certain purpose and certainly there is no clause which would lead buyers in any foreign country to feel that any grade of any cereal would be a guarantee it would be suitable for hog feed.

Instead of acting in good faith with the view of learning why this barley was not being as satisfactory for hog feed as in former years, it is understood they importuned their Government to place an embargo against all United States barley. Had they been successful in this effort everything would have been satisfactory on their side of the fence. American exporters could not have made shipments and if they could not ship the barley they had sold, the German importers would not only not have to pay for high priced barley, but would have some claim against American exporters on account of their inability to fill their sales.

The German Government undoubtedly gave some consideration to the economic feature of the matter and at the same time, realized probably there was some cause for complaint. It placed no embargo against American barley, but it did cause some restriction to be placed on the merchandising of American barley outside the Free Ports. This restriction in short consisted of a hog feeding test, the sum and substance of which was "If the hogs ate it, it was admissible—if the hogs did not eat it, it was not admissible."

This action placed the complaining importers in a very embarrassing position. American exporters could ship certificated barley in compliance with the terms under which sales were made, but German importers, who were obliged to pay for the barley if they did not reject it could not in turn sell it in the interior where it would be consumed, unless it passed the hog feeding test. A pretty mess.

One of the persistent claims made against this barley was that if hogs did eat it, they would vomit. Our understanding is that in making these feeding tests, the barley is ground into a meal. Years ago we were taught that barley compared favorably with corn for average feeding, that it was not palatable, and, that it should not be fed to hogs too finely ground as in that condition, it was apt to form dough-balls in the animals' stomachs, which being indigestible, must necessarily be vomited. Assuming there was some justification for a feeding test, it should not be made under such disadvantageous conditions.

Getting back to the matter of fulfilling contracts, we find that a few test cases are being made which will probably be the basis on which other contracts are filled and claims settled.

In these test cases, payment was refused on certain cargoes which in turn were sold out:



the difference between the sale price and the price originally contracted at established an actual loss for which claim was made.

The claims were submitted to London Arbitration by the individual American exporters who learned in time that the German importers' interests were being handled by an organization embracing all the German importers at Bremen and that legal counsel had been retained by them with the intention of forcing the Arbitrators to allow British courts of law to decide all legal phases of the case.

Naturally this action compelled North American exporters to unite for the purpose of preserving the validity of their contracts and to procure a favorable decision in the test cases.

It is not known how long a time will pass before any definite decision is rendered, but it is conceivable that until such a time as it is known whether a contract is a scrap of paper or a binding instrument, trading in grain between North America and foreign countries will not be conducted with much confidence.—A. M. Glass.

## Lost Thru Failure of Collecting Bank.

*Grain Dealers Journal:* We once suffered a loss on a car of corn billed to the customer of a bank that failed.

It seemed that the customer did not have enough money in the bank at the time to cover his check, and the bank was waiting for a draft from Chicago for a car of hogs for this customer. This resulted in a delay in forwarding the money collected on draft.—Farmers Supply Co., Walnut, Ia.

## Doubts Farm Population is a Party to Agitation.

Frank O. Wetmore, Chairman of the First National Bank of Chicago in his recent survey of 1928 said, "During the recent presidential campaign much was said on all sides about the condition of agriculture. It may be doubted to what an extent the farm population as a whole is party to the agitation which has been going on. In spite of the diminution of our farm population, crops have been increasing in volume, probably due in part to the substitution of machinery for hand and horse labor. As a result, the farm implement industry, which in the years immediately following the war was one of the lines to suffer most, has rehabilitated itself. The danger of correcting by means of legislation such evils as exist in the agricultural situation has been pointed out frequently. Pos-

sibly Congress will seek some remedies and it is to be hoped that whatever efforts are made will not be too paternalistic."

## Bill Restricting Futures Trading Up for Early Vote.

The Caraway bill, S. 1093, which would prohibit the short selling of grain and cotton in futures markets (unless the actual commodity is possessed in like quantity and actually used in fulfilling the contract for deferred delivery) will have precedence in the Senate, and be acted upon about the middle of January, according to the author of the measure, Senator Caraway of Arkansas.

That the Caraway bill be given "right of way," after the "Cruiser" program, is the recommendation of the committee on "Order of Business."

Affidavit would be required of every seller of grain and cotton futures to the effect that he is the actual owner of the products sold for deferred delivery, and that he intends to make delivery thereof, thus fulfilling contract. Similarly, every purchaser must intend to actually receive the commodity bought for future delivery.

The measure has more teeth in it than heretofore, and has been favorably reported upon by the Senate Committee on Agriculture and Forestry, although an adverse minority report was also filed.

Opposition is anticipated primarily from representatives of cotton growing states. Action at the last session of Congress was opposed by Senator Ransdell of Louisiana on the ground that the exchanges are necessary "price-fixing agencies where the world demand and supply is taken into account in establishing quotations on American-grown cotton."

Speculative trading, which this bill primarily attempts to abolish, represents only a small volume of futures trading.

A counter-bill (S. 4411) is proposed (for cotton only) by Senator Smith of South Carolina, amounting to amendments to the Cotton Futures Act. This bill also received a favorable report from the committee. It is opposed by Senator Caraway, who terms it "a gambler's bill of vicious nature."

Manipulating, spreading or straddle operations are prohibited, and the interest in futures of any single month that may be held by an individual or firm is restricted to a limit set by the governing board of the New York Cotton Exchange, over which the Sec'y of Agriculture, the Sec'y of Commerce, and the Attorney General, acting jointly, are given general supervision.

## Capper Defense of Price Forecasting Riddled.

Senator Capper dignifies himself by calling himself the "minority" of the special subcommittee on the cotton business, when he is the only one in the minority. He broke into print Dec. 22 with a report to the Senate defending price forecasting as conducted by bureaucrats in the Dept. of Agriculture. Senator Capper claims:

The forecast did not break the market as the majority report contends. The break started Sept. 8 when May futures declined \$3.85 a bale in the face of an 800,000 bales reduction in the Government crop estimate. By the morning of Sept. 13, May futures had dropped to \$16.10, then rising somewhat on bullish weather reports. Declines following the forecast brought back the Sept. 13 morning price.

Cotton continued to decline irregularly until February, but at a rate less than from Sept. 8 to Sept. 13.

In view of the facts that the trade had already been warned of the impending decline by private forecasters, and that prices behaved as in other years of similar supply and demand, it cannot be maintained that the prediction was harmful to producers.

A challenge was issued Dec. 31 by Rep. Rankin of Tupelo, Miss., answering Capper's defense. Mr. Rankin was one of the two members of the House who were invited to sit in with the Senate Committee and examine witnesses, and therefore knows the facts. He says:

The testimony at the hearings showed that the actual carryover at the time this statement was given out was 6,952,000 bales. The Bureau of Agricultural Economics gave it at 7,818,000 bales, or a difference of 866,000 bales.

It was shown by the testimony that this Bureau received their figures from the International Cotton Federation, a foreign cotton spinners' organization with headquarters in Manchester, England, which represent foreign spinners and not American producers. Yet, the Bureau of Agricultural Economics admitted that they had taken the figures of this private concern representing private foreign interests and interested in depressing the price of American cotton, and published them with official sanction, adding this 866,000 bales of fictitious cotton to the supply, thereby depressing the price, demoralizing the market, and destroying the prosperity of the American farmers whose interests the Department of Agriculture is supposed to guard and protect.

Senator Capper concludes his "minority" report by defending the Bureau of Agricultural Economics for its price decline prediction of Sept. 15, 1927, when it issued a statement to the effect that the price of cotton would likely decline. This prediction came like a clap of thunder from a clear sky when cotton was selling at 23 or 24 cents a pound. It demoralized the market and drove the price of cotton down 7 or 8 cents a pound—thereby costing the American farmers millions of dollars and driving many of the small cotton merchants into bankruptcy. It was one of the most inexcusable and indefensible mistreatments of the American farmers by an agency of their Government that has ever occurred.

## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

WHEAT.												
	Dec. 26.	Dec. 27.	Dec. 28.	Dec. 29.	Dec. 31.	Jan. 2.	Jan. 3.	Jan. 4.	Jan. 5.	Jan. 7.	Jan. 8.	Jan. 9.
Chicago	121½	120¾	120¼	118¾	118¾	118¾	118¾	116½	115½	116¾	117¾	119½
Kansas City	114½	113¾	113¾	111¾	111¾	111¾	111¾	109½	108¾	109½	110½	112½
St. Louis	121¾	121¾	121	119½	119½	119½	118½	116½	116½	116½	118	119½
Minneapolis	114¾	114¾	114¼	112½	112½	113	112½	110¾	109¾	111	112	113½
Duluth (durum)	101	101	100	99	99½	99¾	100¼	99½	99½	99½	100¼	101½
Winnipeg	123¼	122¾	122½	121½	121½	122	121	119¾	118½	120¼	121	122½
Milwaukee	121½	120¾	120¾	118¾	118¾	118¾	118¾	116½	115½	116¾	117¾	119½
CORN.												
Chicago	91½	91½	90¾	90½	90¾	90¾	90¾	91	90¾	91	91	94
Kansas City	86½	86¼	86	85¾	86	85¾	86	85¾	86¼	86¼	86½	89¾
St. Louis	94¾	93¾	93¼	93	93¾	92¾	93	92¾	93½	92¾	93½	96¾
Milwaukee	91½	91½	90¾	90¾	90¾	90¾	90¾	90¾	91	90¾	91½	93¾
OATS.												
Chicago	48½	48½	48½	48½	48	48½	48½	47½	48½	48½	48½	49¾
Minneapolis	45½	45½	45½	44½	44½	45½	45½	45	45	45½	45½	46½
Winnipeg	56¾	56½	56½	56¾	56¾	56¾	55¾	55½	53¾	56¼	56¾	57
Milwaukee	48½	48½	48½	48	48	48½	48½	48	48½	48½	48½	49½
RYE.												
Chicago	108¾	108	107½	107	106¾	106½	105½	104½	104	105	105½	106½
Minneapolis	103¾	103¾	103¼	102¾	102¾	102¾	101¾	100¾	100¾	101½	101½	103
Duluth	104¾	105	104	103	103¾	103	102¾	101½	100½	101½	102½	103¾
Winnipeg	107¾	107	106¾	106¾	105½	105¾	105	104¾	103¾	104½	105½	106½
BARLEY.												
Minneapolis	63¾	63¾	63¼	63	63¾	63¾	63¾	63¾	63¾	63¾	65¾	66
Winnipeg	71¾	71¾	71½	70½	70¾	70¾	70¾	70¾	70¾	71¾	72¾	73¾

## Burness Bill Opposed by Trade.

The Burness Bill, which provides that the federal government may establish, build or maintain protein laboratories at any points designated by the sec'y of agriculture, and making it compulsory that all carloads of wheat in interstate commerce shall have protein tests made, is opposed by boards of trade, state grain inspection departments, and several farm organizations. The bill comes up Jan. 15.

Only confusion in the entire trade would be created by the passage of such a measure, and a doubling of present grain inspection charges.

Licenses to make these inspections may be given any one qualified to make such tests, without salary from the government, but revenue may be obtained thru the collection of fees. The government now charges \$1.50 for inspection, compared with state fees of 60 cents.

F. M. Fink, chief of the Kansas State Grain Inspection Department, and Roy B. Monier, chief of the Missouri Department, pointed out that the bill is designed to permit a gradual encroachment by the federal department upon state inspection of grain.

Several state inspection department representatives are reported to be in Washington to protest passage of the measure.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Crown Point, Ind., Dec. 28.—Oats and barley have been moving freely since the 1st of October. Corn movement has been slow and the farmers are just beginning to haul. If prices had not advanced early, 50 per cent would have been delivered by Jan. 1, but so far not more than 20 per cent has been brought in.—E. K. Sowash.

Springfield, Ill., Jan. 9.—A synopsis of crop conditions in Illinois for the week ending Tuesday, Jan. 8, is: No wheat damage has been reported. A little corn is still out. There is a good cover in the northern and west central areas. The previous week winter wheat was reported in good condition except in the fly infested areas near St. Louis. A small amount of corn was still out.—Clarence J. Root, meteorologist.

Washington, D. C.—Contributions of \$399 each year of 1920 and 1921 to the Better American Ass'n have been held by the Board of Tax Appeals to have been ordinary and necessary business expenses of the Simons Brick Co. and properly allowed as deductions in computing its income and profits taxes, the purpose of the Ass'n being to promote good will between capital and labor and to allay and prevent strikes and other labor disturbances.

**Declining Per-capita Wheat Consumption**, from 5.6 bushels in 1913 to 4.3 bushels in 1926, and the cause thereof, would be investigated by the Sec'y of Agriculture and Commerce, such action being specified in S. Res. 239, a resolution introduced in the Senate, on Jan. 5, by Senator Nye of North Dakota. A report is demanded by fall. Whether the bleaching of flour contributed to this decreased consumption, is one of the specific determinations set forth for answer.

### Argentine Wheat Crop Enormous.

Argentina's new wheat harvest will amount to 280,525,000 bushels, with an exportable surplus of 205,350,000, including a carryover of 47,335,000 bushels, according to an estimate from the Buenos Aires branch of the First National Bank of Boston. This is 6 per cent above last year's harvest.

### Final Canadian Crop Estimate.

Winnipeg, Man., Jan. 3.—Returns from 88% of the country points in the three Prairie Provinces, show damage from frost in excess of that indicated by early threshing reports, says J. G. Fraser in his report for the Northwest Grain Dealers Ass'n. Threshing is now practically completed. The final estimate is based on acreage figures issued last June 15. Final estimates by the Northwest Grain Dealers Ass'n follows:

#### Manitoba.

	Acreage.	Yield per acre in bus.	Bus.
Wheat	2,422,600	21.8	52,812,700
Oats	1,540,800	39.7	61,169,800
Barley	1,667,100	28.3	47,178,900
Rye	127,800	18.3	2,338,700
Flax	118,000	9.2	1,086,000

#### Saskatchewan.

Wheat	14,431,700	22.8	329,042,800
Oats	4,447,900	34.8	154,786,900
Barley	976,400	28.8	28,120,300
Rye	349,200	18.8	6,565,000
Flax	330,400	9.6	3,171,800

#### Alberta.

Wheat	6,703,600	23.7	158,875,300
Oats	2,304,000	40.4	93,081,600
Barley	412,200	28.3	11,665,300
Rye	154,900	17.2	2,664,300
Flax	12,500	10.1	126,300

#### Aggregate.

Wheat	23,557,900	22.9	540,730,800
Oats	8,292,700	37.2	309,038,300
Barley	3,055,700	28.4	86,964,500
Rye	631,900	18.3	11,568,000
Flax	460,900	9.5	4,384,100

### Grain Moved to Kansas City in Unusual Volume.

The year 1928 was one of records for the Kansas City Board of Trade.

Fourteen new high marks of various kinds were set during the twelve months, some so far above previous records that they bid well to stand a long time before they are again broken.

Shattered records are synonymous with prosperity. For that reason the Kansas City grain trade will look back on 1928 as one of its best years. Directly responsible for this prosperity are the bumper crops of 1927 corn and the enormous 1928 wheat harvest.

Corn receipts for January and February started the ball rolling early in the year, with over 7,000,000 bus. received each month. From then, as might be expected, receipts dwindled slowly towards the tail end of the corn crop year, which ends Oct. 31. But those first several months the foundation for the largest corn year in the history of this market was laid. Total arrivals for the twelve months amounted to 42,184,500 bus., as compared with 24,765,000 bus. in 1927. The previous record for corn receipts was established in 1918 with 30,302,500 bushels.

The second record of the year was the out-bound movement of corn. Altho much of this crop was utilized locally for industrial purposes, a larger portion of it was sold and shipped. Shipments touched 36,393,000 bus., compared with 13,161,000 in 1927 and the previous high year of 24,221,000 bus. in 1918.

Concurrent with the heaviest movement of corn in history, a third record was founded. That of corn in storage, which on March 17 totaled 9,432,325 bus.

In late June and July the bumper wheat harvest was instrumental in reflecting another series of records. Modern harvesting equipment and the ability of the railroads to move an entire crop in half the time it took a few years ago, contributed to swell the stream of wheat pouring in to market in unprecedented volume. Daily, weekly and monthly records crashed unnoticed in the onrush.

During the month of July seven new marks were attained. On July 20, some 1,128 cars of wheat rolled in, eclipsing the mark set on July 24, 1926, of 1,109 cars. On July 21, a Saturday, 1,252 cars broke the record of the previous day. On July 27, a Friday, the mark was pushed up to 1,262.

Highest daily arrivals of wheat touched 2,605, on July 23, a Monday, which knocked out the record of July 26, 1926, of 2,121 cars.

Highest weekly arrivals of wheat were hung up of 6,549 on July 21, compared with the previous high of 6,344 for Aug. 2, 1926. This record stood only during the following week, for 8,267 cars piled up for the seven days ending July 28.

Monthly receipts for July, 1928, accumulated to 24,868 cars, equivalent to 35,561,240 bus., another record, compared with that of July, 1926, of 22,821 cars.

As to yearly records, Kansas City took in 110,204,550 bus. in 1921; in 1927, 89,377,860 bus.; in 1928, 97,518,850, thus missing by only a small margin the 100,000,000 bushel mark hoped for.

On Oct. 4, after having increased steadily by

leaps and bounds from the start of the movement, the stocks of wheat in store in elevators set a new mark of 21,012,000 bus. The total of all grains in store on Dec. 31 touched 21,324,377 bus., only 26,000 bus. less than the record stocks of 21,450,000 on Oct. 14, 1924.

Rains at harvest time damaged considerable wheat in shock and stack, and millions of bushels of this enormous crop of this low grade wheat were put through reconditioning operations and sold for milling purposes.

Barley movements to Kansas City also set a new high mark, arrivals touching 2,995,200 bus., compared with 1,264,000 last year. The previous high record was established in 1920 with 2,461,000 bus. Shipments of barley out of Kansas City also established another new notch, totaling 2,456,000 bus., as compared with 820,800 in 1927 and the banner year of 1916 with 2,015,800 bus.

The outstanding record of the year is the total receipts of all grains arriving at the Kansas City market. Wheat, corn, oats, rye, barley, kafirs, cane and millet during 1928 totaled 152,285,850 bus., surpassing the previous record of 1921 by 12,656,300. In 1927, total arrivals amounted to 124,429,360.

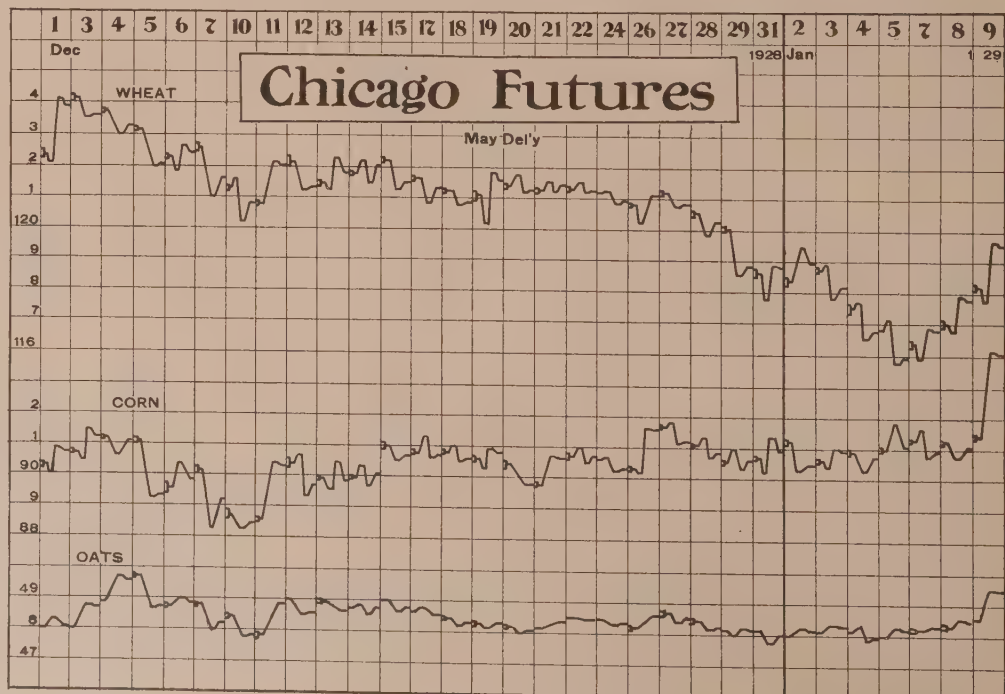
Refunds from the U. S. Treasury on illegally and erroneously collected income taxes swelled the larder of a number of companies of late. The Columbia (Tenn.) Mill & Elevator Co. received \$1,360 refund. Hecker H. O., Buffalo, N. Y. received \$16,799.14.

### Pool in Ill Favor.

Prof. Filley, of the Rural Economics Department, University of Nebraska, speaking before a meeting of over 200 farmers, called at Blue-hill, Neb., by the local Farm Bureau, pointed out thru the use of charts and other exhibits, that it is impossible to save more than 4 to 8 cents a bushel in the handling of wheat and that this must necessarily be accomplished thru a more efficient system of marketing.

This information showed the farmers with startling clarity how the solicitors for a proposed wheat pool had misrepresented facts. In seeking contracts which would tie up the signer for 5 years and penalize him 25 cents a bu. for every bu. sold outside of the pool, these solicitors stated the government was backing the project, according to the declaration of many of the farmers. Almost with one accord they went on record demanding the return of their contracts on grounds of misrepresentation, the vote standing 198 to 2 favoring this demand.

Bernard McNeny, local attorney, who showed that the government is not behind the pool, except as it is possible to finance such projects thru the intermediate credit banks when ample security is provided, was retained by the voting farmers to continue the case in an effort to have the contracts cancelled as demanded.





## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Baltimore, Md., Jan. 5.—A cargo of 20,000 bushels of soft white wheat and a quantity of soft wheat flour arrived in this port recently from Portland, Ore. The wheat will be shipped to Ohio and nearby mills.

Winnipeg, Man., Jan. 3.—The wheat situation at the close of 1928 reflects 325,794,000 bus. of wheat inspected to date; 63,000,000 bus. in store at country points; 6,500,000 bus. in transit not inspected; 55,000,000 bus. allowance for seed, feed and country mills, and an estimated 90,436,800 bus. in the farmers hands to be marketed. This makes a total of 540,730,800 bus. and leaves 159,936,800 bus. yet to be inspected. Reports on the movement of oats, barley, rye and flax show there has been inspected to date 19,158,800 bus. oats, 38,388,300 bus. barley, 6,007,600 bus. rye, 2,029,900 bus. flax; there is in store at country points 7,900,000 oats, 5,500,000 barley, 1,350,000 rye, 730,000 flax; in the farmers hands to be marketed is 17,484,000 oats, 10,569,000 barley, 1,450,000 rye and 585,000 flax.—J. G. Fraser, Northwest Grain Dealers Ass'n.

### MILWAUKEE'S GRAIN TRADE FOR 1928.

H. A. Plumb, Sec'y Chamber of Commerce, writes, The improvement in the grain trade conditions at Milwaukee noted for 1927, has been continued throughout 1928.

The increase in the volume of grain received this year over last year's receipts are close to 2,500,000 bus., and if the receipts for 1928 are compared with those of 1926 the gain is approximately 6,500,000 bus. The average annual receipts for the three prior years were 41,288,600 bus., and the receipts of 1928 exceeded those figures by 5,004,950 bus., a showing that is highly encouraging to the grain trade interests.

The increases are in corn and oats principally, and in rye to a smaller extent. In 1928 there were 5,641,860 bushels more of corn handled than in 1927, and 4,065,060 bushels more of barley. The gain in rye was 42,605 bushels.

The marketing of corn has been especially heavy since the new crop began to move.

The free movement of corn and barley has been the feature of the season, so far as the Milwaukee market is concerned. The corn receipts are the largest in four years, 10,284,210 bus. representing the average for those four years, while the 1928 receipts totalled 17,407,840 bus.

The arrivals of barley beat those of any year since 1919, amounting to 13,916,000 bus., and with the exception of that one year they were larger than those of any year for the preceding ten years, or back to 1917. The average for this 10 years' period is 10,897,259 bus.

These figures of gains in the total quantity of grain marketed at Milwaukee and increases in certain of those grains indicate losses in the other grains handled, the receipts of wheat decreased 1,477,551 bus., while the loss in oats was 5,771,800 bus. Flaxseed receipts declined 96,429 bus.

The following table shows the receipts at Milwaukee for the calendar year 1928, compared to those of 1927:

	*1928 Bus.	1927 Bus.
Wheat	5,008,020	6,458,571
Corn	17,407,840	11,765,980
Oats	7,835,400	13,607,200
Barley	13,916,000	9,850,940
Rye	1,112,760	1,070,155
Flaxseed	1,013,530	1,109,959

Total receipts 46,293,550 43,862,805  
\*Last two weeks estimated.

Stating the receipts in carloads: The receipts for 1928 were 28,572 carloads, and in 1927 they were 25,427 carloads. All the grain received at Milwaukee the past year was shipped in by rail.

The shipments from Milwaukee during the past year by both water and rail transportation amounted to approximately 30,068,842 bus.

The shipping demand that existed for corn and barley is shown by the fact that the shipments out of the market exceeded those of 1927 by 3,234,735 bus. of corn and 2,553,818 bus. of barley.

Shipments during 1927 were 30,812,018 bus., indicating a loss in shipments in 1928 as com-

pared with 1927 of 743,176 bus., but they were in excess of the shipments of the two years prior to 1927 by 9,000,000 and 7,000,000 bushels, respectively.

### A Great Shipping Season.

Rosario, in Argentina, is claimed to be, outside of North America, the largest grain shipping port in the world. Its record in any year of 12 months is approximately 110 million bushels of all grains. Contrast with this the performance of Fort William-Port Arthur, which in less than 4½ months since Aug. 1 shipped this season 278 million bushels of all grains.

Montreal in 7 months regularly far exceeds Rosario's record and New York on one or two occasions has also shipped more grain in a year, but there is no port in the world in the same class as Fort William-Port Arthur in respect to equipment and system.—Winnipeg Grain Trade News.

### Western Canada Wheat Deliveries Exceed 400,000,000.

Up to Friday last there had been delivered in the Prairie Provinces since August 1 a little over 400 million bushels of wheat. This is 118 million bushels more than was delivered at the same date last year and 73 million bushels more than the corresponding deliveries out of the 1923 crop. The current rate of deliveries is below that of last year, when the earlier movement of the crop had been delayed. It is impossible to determine just how much wheat may still remain on farms, but at least it can be assumed with every confidence that there is a good deal more to come forward than would be indicated by the last Dominion estimate of the size of the crop. On the basis of that estimate less than 25 million bushels of wheat would still remain to be marketed and at the present rate that quantity would be delivered within 8 weeks.—Grain Trade News, January 7.

### Wheat Movement in December.

Receipts and shipments of wheat at the various markets during December, as compared with December, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	1,789,520	2,260,359	1,607,031	1,886,747
Chicago	1,627,000	907,000	551,000	597,000
Cincinnati	134,400	165,200	197,400	280,000
Duluth	7,697,292	5,348,112	6,018,073	5,191,616
Ft. William	51,632,973	41,024,836	28,315,832	23,899,518
Fort Worth	1,064,000	558,000	421,400	607,600
Galveston	.....	.....	152,000	.....
Houston	.....	.....	64,000	.....
Hutchinson	2,179,800	1,129,800	.....	.....
Indianapolis	270,000	168,000	233,500	213,000
Kansas City	6,183,320	4,362,980	3,523,520	3,299,100
Milwaukee	19,200	10,560	145,385	145,107
Minneapolis	8,966,480	7,980,620	3,129,270	2,724,670
New Orleans	.....	385,000	304,722	1,253,773
New York	6,500,400	7,252,800	6,620,000	8,319,000
Omaha	2,067,200	1,702,400	1,820,000	1,323,000
Peoria	2,138,300	1,249,400	2,072,400	1,157,550
Philadelphia	2,962,941	2,776,842	2,895,806	871,249
Portland	3,538,000	4,013,000	2,447,616	2,741,824
St. Joseph	926,800	431,200	274,400	123,200
St. Louis	3,070,200	1,995,000	2,288,800	1,823,896
San Francisco	.....	200,700	.....	.....
Seattle	1,080,800	.....	500,474	.....
Sioux City	246,500	125,000	114,000	1,500
Superior	4,502,531	3,414,125	1,049,808	862,605
Wichita	1,696,950	1,394,550	1,578,150	900,450

### Oats Movement in December.

Receipts and shipments of oats at the various markets during December, as compared with December, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	94,985	117,384	.....	.....
Chicago	3,642,000	4,822,000	4,946,000	1,880,000
Cincinnati	184,000	310,000	158,000	168,000
Duluth	189,234	78,728	.....	2,333
Ft. William	3,765,677	1,589,833	1,439,738	719,863
Fort Worth	144,000	204,000	44,000	24,000
Hutchinson	1,500	1,500	.....	.....
Indianapolis	620,000	448,000	632,000	342,000
Kansas City	414,000	192,000	156,000	258,000
Milwaukee	728,700	319,700	454,300	297,333
Minneapolis	1,940,200	1,569,620	2,191,940	2,024,200
New Orleans	.....	146,000	63,486	58,181
New York	720,000	596,000	438,000	45,000
Omaha	746,000	538,000	502,000	518,000
Peoria	9,537,200	8,812,175	6,895,700	6,338,500
Philadelphia	73,396	106,817	20,000	12,729
Portland	49,400	152,500	13,046	6,252
St. Joseph	82,000	92,000	28,000	36,000
St. Louis	1,663,000	1,338,000	1,348,000	1,163,000
San Francisco	.....	63,875	.....	.....
Seattle	26,000	.....	.....	.....
Sioux City	379,000	307,000	288,000	248,000
Superior	13,255	66,651	131,703	19,198
Wichita	33,000	25,500	12,000	1,500

### Montreal Exports Show Increase.

The Port of Montreal exported 202,575,931 bus. of grain during the navigation season of 1928. This figure is an increase of 17,508,844 bus. over the 185,067,087 bus. exported during the 1927 season.

### Forty Boats Winter at Fort William.

Forty vessels will winter at the twin ports, Fort William and Port Arthur, this year, compared with twenty-five a year ago.

Of these forty, thirty-six will take on grain for storage to an aggregate of 8,500,000 bus. A little Norwegian vessel will take on a full cargo of oats, in addition to the above regular grain lakes vessels.

### Corn Movement in December.

Receipts and shipments of corn at the various markets during December, as compared with December, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	1,211,954	110,811	695,557	.....
Chicago	17,946,000	8,935,000	1,040,000	3,301,000
Cincinnati	490,200	297,800	492,800	175,000
Duluth	515,022	20,067	.....	.....
Ft. William	1,566	1,675	1,566	11,027
Fort Worth	1,060,500	711,000	75,000	118,500
Galveston	.....	.....	.....	385,714
Houston	.....	.....	282,857	230,796
Hutchinson	327,000	367,500	.....	.....
Indianapolis	3,062,000	1,508,000	2,379,000	1,524,000
Kansas City	4,345,500	9,297,000	2,212,500	3,531,000
Milwaukee	3,523,880	1,709,520	1,431,964	226,500
Minneapolis	2,428,640	1,172,540	1,561,640	604,140
New Orleans	.....	208,500	2,629,890	65,875
New York	621,000	153,000	465,000	161,000
Omaha	1,691,200	5,502,000	963,200	3,217,200
Peoria	27,408,000	26,300,550	13,575,700	14,331,500
Philadelphia	898,315	74,548	591,932	27,330
Portland	212,750	269,000	223	.....
St. Joseph	841,500	2,098,500	471,000	1,027,500
St. Louis	4,400,200	2,562,000	3,264,371	1,175,200
San Francisco	.....	468,857	.....	.....
Seattle	4,500	.....	.....	.....
Sioux City	2,295,000	1,744,000	1,192,000	1,167,000
Superior	4,475	21,287	.....	.....
Wichita	349,200	421,200	241,200	48,000

### Rye Movement in December.

Receipts and shipments of rye at the various markets during December, as compared with December, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	4,592	49,889	.....	52,114
Chicago	501,000	393,000	2,047,000	20,000
Cincinnati	1,400	.....	.....	1,400
Duluth	608,158	1,314,942	306,552	884,599
Ft. William	770,437	1,231,038	341,546	469,104
Fort Worth	.....	3,000	.....	.....
Hutchinson	1,500	3,000	.....	.....
Kansas City	12,000	36,000	16,500	4,500
Milwaukee	48,600	74,250	70,080	20,570
Minneapolis	531,040	300,420	335,010	140,310
New Orleans	.....	3,000	.....	42,956
New York	150,000	352,000	.....	445,000
Omaha	123,200	138,600	130,200	155,400
Peoria	31,200	22,800	26,400	18,000
Philadelphia	1,291	128,893	.....	138,943
Portland	.....	6,000	.....	.....
St. Louis	233,000	89,000	1,300	42,350
Seattle	1,500	.....	.....	.....
Sioux City	.....	2,000	.....	2,000
Superior	388,666	683,975	114,767	389,730
Wichita	.....	3,600	.....	.....

### Barley Movement in December.

Receipts and shipments of barley at the various markets during December, as compared with December, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	891,884	1,688,922	706,924	1,721,079
Chicago	1,073,000	806,000	137,000	221,000
Cincinnati	14,400	4,200	20,800	2,800
Duluth	827,572	1,263,557	912,627	1,695,745
Ft. William	4,207,634	3,210,740	2,713,444	2,513,317
Fort Worth	80,000	4,800	12,800	17,600
Houston	.....	.....	50,000	.....
Hutchinson	51,200	1,600	.....	.....
Kansas City	174,400	129,600	70,400	161,600
Milwaukee	1,110,480	758,620	424,050	174,556
Minneapolis	2,514,990	1,831,870	1,607,770	1,134,370
New Orleans	.....	.....	268,000	.....
New York	2,492,600	2,874,800	3,426,000	3,660,000
Omaha	44,800	137,600	35,200	169,000
Peoria	3,029,800	1,613,000	1,423,000	622,800
Philadelphia	504,692	546,265	654,125	543,400
Portland	35,800	14,400	26,047	4,060
St. Joseph	8,750	.....	10,500	.....
St. Louis	230,400	144,000	36,800	21,800
Seattle	33,600	.....	.....	.....
Sioux City	23,000	13,000	2,000	9,000
Superior	639,718	1,035,897	358,101	1,045,400
Wichita	58,500	.....	42,000	1,200



# Your Income Tax

By M. L. Seidman,  
of Seidman & Seidman, C. P. As.

In the last number of the Journal we reviewed the questions of returns and who must file them. Briefly, we concluded that a return was required from every individual who had a gross income of \$5,000 or more. We also said that even though the gross income may be less than \$5,000, a return was still required if the net income amounted to \$1,500 or more in the case of an unmarried person, and \$3,500 in the case of those not so fortunate. (Again the cynic holds sway.) Finally, we agreed that just because a return had to be filed did not mean that a tax had to be paid, since the exemptions allowed might exceed the income subject to tax. We, therefore, reserved the discussion of the subject of exemptions for this article.

**EXEMPTIONS:** The rules concerning exemptions are just as simple as those governing the necessity for making returns, and as a matter of fact, they are both very closely related.

The exemption allowed an individual depends on: (1) whether he is single; (2) the head of a family; (3) or married.

**SINGLE PERSON AND HEAD OF FAMILY:** In the case of a single person, the exemption is \$1,500. That is why every single person having a net income of \$1,500 or more must file a return. However, an unmarried individual is entitled to an exemption of \$3,500 if he is the head of a family. To be the head of a family, two things must be present: (1) It is necessary to be the chief support of a dependent. (2) The dependent must live in the same household with the one claiming the exemption. Thus, a son who supports his parents who live abroad would not be the head of a family. However, if his parents were here and he lived with them, he would be the head of a family and thereby become entitled to the \$3,500 exemption.

**MARRIED INDIVIDUALS:** Married persons are also awarded a \$3,500 exemption. That explains why they must file returns if their income is in excess of that amount. There is one peculiarity about the exemption allowed to married persons that should be noted, and it ties right in with the special feature that was pointed out in discussing their returns. The husband and wife are considered as a unit, and the \$3,500 applies to the unit. As between themselves, they may divide the \$3,500 in any

way they see fit. The husband can take it all or the wife can take it all, or they may each take a part. It is possible to work out a tax saving in this way, depending on the incomes of the husband and wife.

**CHANGE DURING YEAR:** Our discussion thus far has been based on the assumption that the personal status of the individual is the same throughout the entire year. However, where a change takes place during the year, the exemption must be computed on a pro-rata basis. For example, if an individual is caught by matrimony on July 1, his status would have been that of a single person for half the year and a married person for the other half. His exemption would therefore be one-half of \$1,500, or \$750, plus one-half of the married man's exemption, that is, one-half of \$3,500, or \$1,750, making his total exemption \$2,500.

Another illustration may help further to clarify the rule. Suppose a single person becomes the head of a family on Oct. 1. That would mean he was single nine months and the head of a family three months. His exemption would therefore be nine-twelfths of \$1,500, plus three-twelfths of \$3,500, or a total exemption for the year of \$2,000.

**CORPORATIONS AND OTHERS:** The new law gives corporations an increased exemption, in that they are now allowed \$3,000 if their net income is less than \$25,360. Under the old law, the exemption was limited to \$2,000. A corporation loses its exemption if its net income exceeds \$25,000.

As for partnerships, since they are not regarded as taxable entities, they have no exemption at all. Instead, the exemption applies to the individual partners.

Estates and trusts are regarded as individual units, separate and distinct from the beneficiaries. They are accordingly allowed the exemption of a single individual, namely, \$1,500.

The exemptions outlined in the case of individuals are the minimum that they are entitled to. There is an additional exemption where individuals support certain dependents.

(It is hoped that if anything is not clear to readers, or their particular problems on the subjects discussed are not covered, they will have no hesitancy in directing questions to the editor.)

## Suit Against U. S. Grain Corp. Opposed.

Approximately \$1,000,000 put on the books of the U. S. Grain Corporation in 1919, composed of amounts due about 3,800 elevator operators ranging from \$3 to \$2,000, sought by legislative action, will possibly be opposed by eastern congressmen.

During the regime of the corporation a meeting was held, at which it was decided to allow grain dealers 7/20 of a cent for each bushel of grain held at the beginning of each week, provided unsuccessful attempts had been made to ship out at least one-fifth of the grain in store.

The case was up for settlement once before, but authorities refused to recognize the claim of farmers elevators, maintaining such institutions were operated for the sole benefit of stockholder-patrons and were not established for pecuniary profit.

The original plan was adopted to maintain the guaranteed price for grain of \$2.26 a bushel.

## Reflecting Premiums Involves Additional Hazard.

In reflecting wheat protein premiums back to the producer, the country grain dealer has assumed much additional risk and expense, according to Minneapolis line elevator operators.

Paying for protein tests alone amounts to additional overhead at country stations, and as grain has always been bought on a narrow margin, it requires much vigilance and considerable luck to break even on handling wheat.

An over-reflection of protein premiums has occurred in the Northwest, due to its not being possible specially to bin each different percent of protein at country stations, resulting in mixing. Samples sent to terminal points also dry out, misleading the country buyer.

Where mixing at country stations occurs, the average protein content must equal in value the average premium paid, for the contents to come out even, a most difficult task, which gives rise to an unfair disadvantage suffered by the country grain dealer.

**No Bad-Debt Reserve** can be deducted from taxable income and profits when no evidence is shown of losses over a period of years, since receipts of wheat by grain commission merchants, shipped to them by country elevator operators, "is a purely contingent liability," according to the ruling of the board of tax appeals in the case of the Hoover Grain Co., Minneapolis, Minn., who sought to have \$50,000 allowed, instead of the \$25,000 permitted by the Bureau of Internal Revenue, for said bad-debt reserve.



Shipping Gallery "B" of Port Richmond Elevator, Philadelphia, Extends 748 ft. from Tower "A" on Receiving Shed to Tower "B" on Pier. Its Six Rubber Belts Will Carry 90,000 Bus. per Hour to Ocean-Going Ships. [See facing page and outside front cover.]



# Shipping Galleries of Port Richmond Elevator, Philadelphia

Designed primarily for the handling of export grain the Port Richmond Elevator at Philadelphia is well equipped with facilities for the rapid loading of ocean steamships. With 28 shipping bins in the working house from which to draw grain the 6 36-inch shipping belts running the full length of the house require conveyor galleries of corresponding size to move the grain to ocean going ships. A liberal allowance of gallery capacity was advisable in view of the contemplated increase in the storage capacity of the elevator from 2,500,000 to 11,000,000 bus. and the extension of the gallery and for the installation of other belts to distribute grain to a second pier at the water front.

Leading out from the shipping story of the working house Gallery A extends to Tower A which rises above the car unloading shed. From Tower A Gallery B extends at an incline 248 feet to Tower B, from a level 28 ft. above the ground which is at an elevation of 26 ft. at that point, to a height of 96 ft. from the ground to lower floor of gallery at Tower B on the Pier.

Gallery C extends on the level over the dock and pier from Tower B an additional distance of 850 feet.

The galleries are of structural steel, supported on steel bents, the 12 bents under Gallery C being spaced 60 feet apart and firmly braced. The gallery walls are 25 feet high and covered with corrugated asbestos sheets. The roof is a precast concrete slab supported on T-bars. The second floor of gallery is 20 feet wide and the lower floor 35 feet, the upper story containing two and the lower four of the six conveyor belts, as is shown in cross section of Gallery C illustrated herewith.

The conveyor belts travel at a speed of 800 ft. per minute on idlers, furnished by Sprout, Waldron & Co., and equipped with roller bearings, the drives being by spur gear from G. E. Motors inclosed in steel housings. To guard against the conveyors in the inclined section of the gallery running backwards the belts in Gallery B are equipped with solenoid brakes as back-stops.

Two moveable trippers are provided for each of the 6 belts in Gallery C, each tripper being equipped with Hyatt Roller Bearings. By having two trippers on the belt the 15,000 bus. carried per hour can be thrown into one dock spout or divided between two hatches of the vessel at the same time. The flow of grain into the boat-loading spouts is regulated by means of valves attached to the hoppers suspended below the gallery. Each of the 26 hoppers will hold about 1,400 bus. of grain and will permit the continued use of the conveyor belt when the discharge of grain from the hopper is temporarily held up at any one hatch for trimming and bagging. Grain remaining in these garners, after completing shipment, may be spouted back to an auxiliary belt located under the gallery. This auxiliary, or return belt, will convey the grain back to an elevating leg at Tower B. Here the grain after elevation will be discharged upon a reversible belt conveying

it back to the work house, discharging it into one of the auxiliary legs, where it may be weighed back to any bin. The return gallery under shipping Gallery C is 8 ft. 2 ins. by 8 ft. and 850 ft. long.

The great flexibility of the arrangement of trippers makes it possible to take grain from any one of the six belts and deliver it to any hatch of any boat lying on either side of the pier. The boat loading capacity is 90,000 bus. per hour.

Shipping Gallery C is provided with 26 boat loading spouts, each equipped with a double drum hoisting winch motor driven. A crank for operating manually is provided for each

hoist to be used in case of trouble with motor or power. The booms swinging the dock spouts are of structural steel. Each dock spout station has an automatic telephone station, any telephone being able to communicate with any other in the entire plant.

A marine leg also is operated in connection with Gallery C about 350 feet back from the end of the gallery, so as not to interfere with the loading of large boats, there being room on each side of the pier for four vessels. The marine leg has an elevating capacity of 3,000 bus. per hour, and is of the boom type arranged to spout grain into a hopper located on the pier, from which point it is elevated to the return belt located under the gallery. This leg will unload grain from either harbor boats or ocean-going boats.

An electric freight elevator is provided in Tower B, operating in a hatch 4x5 ft., from dock level to upper machinery floor, approximately 124 feet and serving all intermediate floors and landings.

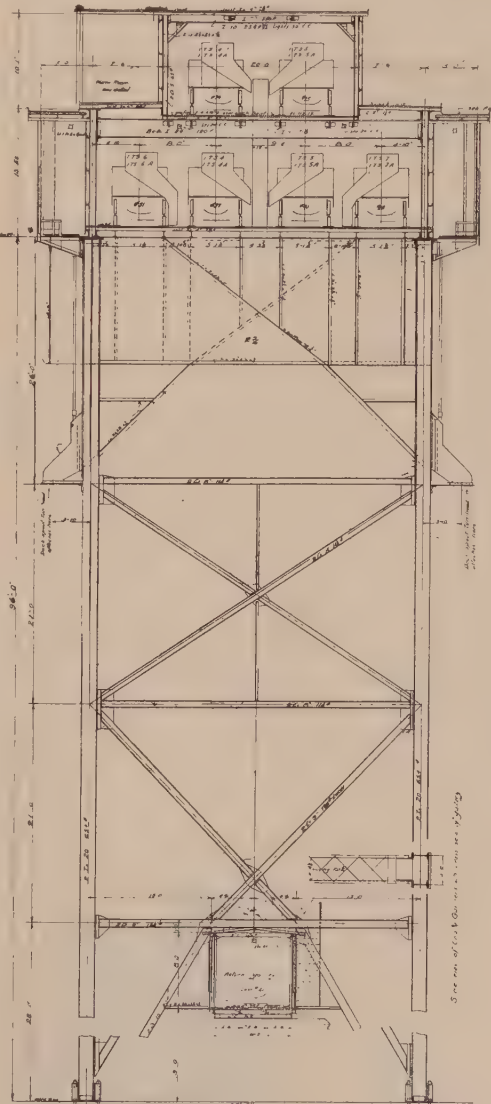
The electric lights in the galleries and tower are controlled by three-way switches, located that one may travel in either direction and have ample light at all times. A flood light unit is placed at the spout station in Gallery C mounted on the outside of the gallery with an operating handle extending into the gallery.

All the electric motors have a start and stop station located within sight of the motor, and stop stations for belt motors are located along the belts about equidistant. Some of the motor controls are so connected that if one motor stops the motor driving the belt feeding to it shall also stop.

For each of the 6 gallery belts two signal lights are installed on the shipping floor, and operated by switches located at each of the spout stations of Gallery C. Each of the belts has its own switch at the level of the respective belt. Two gongs are located on the shipping floor, spaced along the house and operated in parallel, with switches for these located at each of the spout stations. This set of gongs is used to work with the lights for any belt.

The conveyor galleries alone contain over four miles of belting, and in the entire plant there are ten 48-inch and thirty-three 36-inch conveyor belts. The shortest belt is 60 ft. and the longest 860 ft. in length.

The galleries and towers, as well as the entire plant, were designed by the Fegles Construction Co. and erected by the M. A. Long Co.



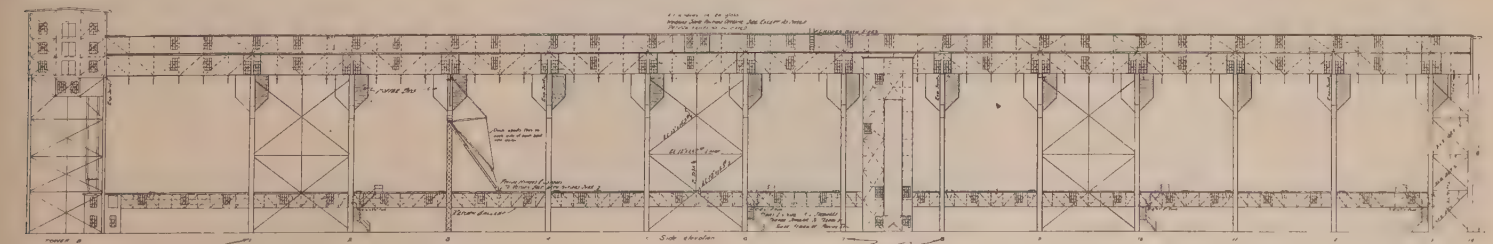
Cross Section of Shipping Gallery "C," Port Richmond Elevator, Philadelphia.

## German Millers Want U. S. Barley Standards Modified.

The executive com'te of the Union of German Millers' Ass'n in the hope of reducing the percentage of foreign-matter in grain, has requested the German government to ask the U. S. Government for this modification.

Purchases on the basis of inspection certificates has oftentimes compelled German millers to accept a feeding grade of barley containing from 14 to 45 per cent foreign matter at no discount, they allege. Attempts to reinstate the clause previously employed in grain contracts stipulating a maximum of 3 per cent foreign matter have consistently failed, they claim.

Settlement satisfactory to these German millers is urged as a concurrent action with the infested barley controversy.



Section "C" of Shipping Gallery of Port Richmond Elevator, Philadelphia, Extends from Tower "B" to Tower "C," 850 ft. Over Pier. [See Facing Page and Outside Front Cover.]



# Reflecting Wheat Protein Premiums to Growers

Prepared By W. F. Schnaidt, Marketing Specialist, Extension Service, South Dakota State College

Under the following method of handling wheat, the elevator operator pays the grower on the basis of grades only when the wheat is delivered. At that time he takes a representative sample.

In order to secure a representative sample of each grower's wheat for testing purposes it is necessary to take a small sample out of each load delivered. The composite sample must be accurately representative of the grower's delivery not only as to the quality of grain but also as to its moisture content.

**Containers for Samples.**—The elevator operator provides himself with air-tight containers for each of his patrons. These may be the common two-quart fruit jars or metal cans with air-tight covers. Each can or jar has the patron's name written on it. When a load of wheat is received at the elevator the operator takes a small handful, or about four ounces, out of each 50-bushel load. For large loads a proportionate amount is taken. Since protein tests are made on a dockage-free basis, the sample sent to the laboratory should be free from dockage and load samples can best be taken from the testing kettle. A sample taken with a wagon trier or Boerner sampler is more representative of the load than one taken from the top of the load, and also better than one that is caught when the load is dumped.

The sample from each load for the protein test is placed in the air-tight container as soon as it is taken in order that the loss of moisture may be prevented. It should be remembered that as the sample dries out the percentage of protein increases. Since the number of bushels is figured with the moisture content as it is when delivered, the protein content should also be determined on this basis. A sample of wheat standing over night exposed to the air may readily lose considerable moisture and the test received from the laboratory would then show a higher percentage of protein than actually was delivered.

Thus, a sample of wheat containing 16% moisture and testing 13.8% protein would show a protein test of 13.1% with the moisture reduced to 7%. With 13.5% moisture the same sample would test 12.2% protein. When protein premium values are 10c for each per cent above average, say 11½%, this difference in tests for the same wheat would amount to 13c per bushel in the first case and to 4c in the second sample, even though the wheat in the elevator still contained practically the original amount of moisture.

When the grower is thru delivering, the elevator takes the composite sample, mixes it thoroughly on a piece of canvas, divides it into small portions and puts some of it into an air-tight tin container for shipment to an official testing laboratory.

Here again the same care to prevent loss of moisture is necessary as before. Metal cans that will hold 8 or 10 ounces with air-tight screw tops are recommended by operators of testing laboratories. This amount will be sufficient for both protein and moisture tests. Such cans can be secured from supply houses in quantity for about 3c each. A like sample could be given to the grower in case he wishes to secure a test for himself, and a sample should be retained by the elevator for possible re-checks.

The testing should be done by an official laboratory. The state of Minnesota maintains protein testing laboratories at Minneapolis and Duluth which make official tests on all shipments of wheat sold through those markets. These laboratories make tests for anyone desiring them. There are also private laboratories at these markets which may be used to secure re-checks if it is desired.

The cost of such a test is 75 cents. Postage should not be over 10 cents from any point in the state. The total cost of a protein test, including the cost for cans, should not be over \$1 per sample, which should be paid by the grower. The charge for moisture tests is 50c per sample, in addition, if they are desired.

Testing laboratories can make the analysis and send reports out the same day the sample is received. From many shipping points in the wheat area of South Dakota the returns can be secured through the mail by the elevator operator on the second day after the sample is sent. Reports by wire could be had on the day after the sample is sent to Minneapolis at many places in the northern section of the state.

**Settlement.**—After the report of the analysis is secured the purchaser of the wheat can complete settlement with the grower on the basis of the premium values for the day on which the wheat was received. For example, a grower's delivery of 1,000 bushels shows an average protein test of 12.5%. Deliveries were made as follows: Four hundred bushels, say, Dec. 10,

when premiums for such wheat were 13c for each percentage over 11.5% protein. Four hundred bushels were delivered on December 14, with premiums worth 10c per bushel for each percentage over 11.5%, and 200 bushels on December 20 with premiums at 6c over 11.5% for that day. He has received the grade value of his wheat at the time of delivery.

The final settlement will work out as follows:

400 bushels 1% over 11.5% @ 13c =.....	\$ 52.00
400 bushels 1% over 11.5% @ 10c =.....	40.00
200 bushels 1% over 11.5% @ 6c =.....	12.00

Total .....\$104.00

The \$104 is the amount due to the grower for premiums on 1,000 bushels of wheat testing 12.5% protein, delivered on three different days, with current protein premium values as indicated.

**Binning High-Protein Wheat Separately.**—When operating under this plan it will be necessary for elevator managers to use the greatest possible care to avoid mixing high-protein premium wheat with wheat of low protein content. The opportunities for loss in this connection present the greatest difficulty in buying wheat on a protein basis.

Premiums are not paid by millers for wheat of average protein content—neither is there a discount. During the 1927 crop marketing season these premiums have ordinarily commenced with protein content of over 11%.

As was mentioned before, an elevator operator, by mixing high-protein wheat with wheat carrying less than average protein, may lose the premium values on a considerable quantity of premium wheat. Since wheat of the higher protein ranges are relatively more valuable than the lower premium wheats, some loss may occur here also by mixing. This, however, is not nearly so important as mixing with non-premium lots.

If an elevator operator could determine the protein content at the time of delivery much of the difficulty could be overcome. Because this cannot yet be done accurately, it is recommended that a portion of the premium value quoted on terminal markets be retained by the elevator to cover losses due to faulty binning.

At least three bins should be retained for handling bread wheats under this method. Where grades or varieties need to be kept separate, especially when protein premiums are relatively low, more bins are necessary. One bin is used for off-grade and damaged lots; another bin used for low protein wheat; a third is used for storing premium wheats; and if a fourth bin is available, it can be used for lots of wheat containing over 12.5% of protein.

Investigations carried on by J. H. Shallenberger and D. A. Coleman of the Bureau of Agricultural Economics, U. S. Department of Agriculture, indicate that the per cent of dark, hard and vitreous kernels, the presence or absence of starchy kernels, together with the test weight, give usable indications of the protein content. Further investigations may develop a method of estimating protein content by physical examination closely enough for binning purposes. Until some method is available by

which the elevator operator may readily make these determinations at the time wheat is received, the field survey method is recommended.

**Protein Survey of Territory.**—For the purpose of securing information which will assist him in binning wheat of similar protein content together the manager makes a protein survey of his trade territory. This is done when the grain is ripe but before it is harvested. Representative samples are secured from each field by taking heads from various parts of the field. These are threshed and the grain is sent to a testing laboratory for protein and moisture tests. With the aid of Miscellaneous Circular 28, "Tables for Converting Crude Protein and Ash to a Uniform Moisture Base," which may be secured from the U. S. Department of Agriculture upon request, these can readily be reduced to a uniform moisture base. Such a survey will be of great assistance to an elevator operator in deciding on which bin to use for a particular delivery. Information secured by this means may also help the individual grower in determining his marketing and storage operations, especially if information can be secured as to the protein situation in other sections of the United States' wheat area.

**Premiums on Wheat Stored.**—It will be readily seen that the payment of premiums on stored wheat presents more problems than with wheat bought outright. Because of limited room it is necessary for elevators to ship to terminal markets much of the wheat received for storage during the season of heavy delivery. In such cases the elevator manager has the choice of storing the wheat at terminal elevators or he may sell it and buy contracts for future delivery. In the first case, where the wheat is stored in terminal elevators, it is delivered on the basis of grade only, and any opportunity for premiums is lost unless special binning arrangements can be made. Under the second method, when the wheat is sold on the cash market, it frequently happens that at this season of the year premium values are low. Should premium values be high at the time the grower sells his storage ticket—later in the season—heavy losses would be incurred by the elevator if such premiums were paid to the grower. There is at present no method by which premium values can be hedged.

## A Substantial Montana Elevator.

A solid concrete slab reinforced with steel and three feet deep forms the foundation for the crib-walled elevator of the Montana Central Elevator Co., at Valier, Mont. Concrete forms the foundation of the 16-ft. deep pit and the scale support. Abutments for ends of approaches of driveway and its 16-ft. wings are of concrete. In fact, every square foot under the plant is cemented.

The house is 35x30 by 55 ft. high, and has 15 hoppers bins holding 42,000 bus. For 30 ft. the cribbing is 2x6 ins., and for 25 ft. above that 2x4, with bevel siding outside. The cupola, 12 ft. wide, is 16 ft. high. The roof is of shingle.

On each side are four main bins, with 7 overhead, with spouts arranged to draw grain from any bin and place where desired. All the bins spout to the hopper scale. The spouts on work floor are of steel and those in cupola of wood lined with iron. The direct loading spout is of 7½ in. well casing.

The driveway has extra heavy timbers for stringers and joists and 2-in. plank covering, leading to the dump pit which is 9 ft. by 35 ft. long, arranged to unload from track side if desired, containing a Strong-Scott Air Dump, its compressor using 2-h. p. G. E. Motor. The truck scale is a 15-ton special 9x18 Fairbanks and the 100-bu. hopper scale one of the same make.

The single 12x18 in. elevator leg has a 12-in. rubber 5-ply cup belt, with 6x11 cups, and boot adjusted from work floor. At the head is a 9-in. No. 5 Strong-Scott Distributing Spout with cast iron funnels. The leg is driven by a G. E. air cooled 7½-h. p. motor thru Strong-Scott new combined head drive by V leather link belt direct from motor, and is equipped with roller bearings thruout and back-stop.

Access to the cupola is afforded by a Strong-Scott Safety Manlift.

The entire plant is electric lighted. The office is 8 ft. from driveway, 12x16 ft., covered with steel inside and out.

The plant was designed and erected by T. J. Sollum to replace a 30,000-bu. house that was burned last March.



42,000 Bu. Elevator of Montana Central Elevator Co. at Valier, Mont.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

San Francisco, Cal.—A Christmas party was given by the Grain Exchange, for the twentieth time, on Dec. 21, to 800 needy and orphaned children. Presents were given to each child from a 60-foot tree.

San Francisco, Cal.—A nominating committee was named at the Dec. 26 meeting of the San Francisco Grain Trade Ass'n to select candidates for the grain committee, to be elected in January. The committee was composed of the following: John A. McNear, E. L. Smith, R. D. Joyce, J. B. Outsen and W. H. Allen.

## CANADA

Regina, Sask.—The world grain exhibition will be held here the first two weeks in August, 1932. Over \$200,000 worth of prizes have been promised.

Ottawa, Ont.—At the forthcoming session of Parliament steps will be taken to amend the Canada Grain Act in order to improve the present method of grading.

Assiniboia, Sask.—F. J. Alderson is head of the recently organized Prairie Flour Mills, Ltd., which is building a 150-bbl. mill here, with three units of 50 bbls. each.

Toronto, Can.—The Superior Milling & Grain Co., Ltd., incorporated; J. L. Grant, pres.; to handle flour, grains and other feedstuffs on both port and domestic account.

Vancouver, B. C.—A flour mill will soon be erected here, having a capacity of 5,000 barrels a day. W. E. McGraw and A. Melville Dollar, shipowner and operator, will be associated in the business. It is planned to have the mill in operation in time for the 1929-30 wheat crop.

St. John, N. B.—At present there is not sufficient space at this port for all the ships arriving, and the grain business offered can not be taken care of. Efforts now being made to enlarge the facilities indicate that by next fall the grain business offered can be cared for.

Regina, Sask.—Several contracts have been awarded by the Saskatchewan Pool Elevators, Ltd., for the construction of elevators throughout the province. They will be of concrete foundation and frame construction and will cost from \$5,000 to \$45,000. A total of about \$200,000 will be expended.

Halifax, N. S.—The Halifax Harbor Commission, Hollis Street, has a development program mapped out that calls for the expenditure of between \$3,000,000 and \$4,000,000. In addition to piers and freight sheds, the present grain elevator will have an addition built to it that will take care of 2,000,000 bus. of grain.

Prescott, Ont.—The Department of Public Works has asked for tenders for the wharf where the 5,000,000-bu. elevator is to be built. The work is expected to be begun in February and finished in July. It is hoped the elevator will be able to handle grain by the autumn of 1930. The construction will cost \$4,500,000, according to the plans.

Winnipeg, Man.—At the close of the market, the Winnipeg Grain Exchange on Dec. 31 appropriately saw the old year out with much merriment. Two bands, one of them that of the exchange itself, furnished an elaborate musical program, aided by impromptu "stunts" of members of the exchange. The program was broadcast over two stations.

Fort William, Ont.—Our new addition was finished and turned over to us on Dec. 1. It has capacity for 1,250,000 bus. and increased our terminal facilities to 3,000,000 bus. With the increased storage at the Head of the Lakes this year the twin ports of Fort William and Port Arthur now have storage capacity for 85,000,000 bus.—V. M. Maclean, The Ogilvie Flour Mills Co., Ltd.

Ft. Churchill, Man.—Plans are being made for a Hudson Bay Elevator for the Wheat Pool.

Toronto, Ont.—J. W. Cornish and Norman H. Campbell have bought the 700-bbl. flour mill of the Alexander Brown Milling Co., Ltd., and will operate it under the name of the Lakeside Milling Co., Ltd. The mill has been idle for some time. The new owners are experienced millers, both of them having been associated with the Maple Leaf Milling Co., Ltd., in executive positions.

## COLORADO

Denver, Colo.—Henry B. Brickham died Dec. 19 of pneumonia. He was the father of Harry J. Brickham of the Conley-Ross Grain Co.

Denver, Colo.—The Bancker Nicholls Brokerage Co. has bought the holdings of the Midwest Bean & Grain Co. C. F. Waugh, the Midwest's former manager, will make California his home.

Stoneham, Colo.—Half a car of corn, half a car of cottonseed cake, a car of coal and 20,000 lbs. of beans were lost in addition to the 2 cars of wheat reported in the last number of the Journal in the item about the fire which destroyed the elevator of the Nebraska-Colorado Grain Co. here.

Longmont, Colo.—Harry Lillie has succeeded James Hays as manager of the Longmont Flour Mills plant of the Colorado Milling & Elevator Co. Mr. Hays' service with the company numbers 30 years, poor health being the cause of his retirement. Mr. Lillie was sales manager of the Model Flour Mills, Greeley, Colo.

## ILLINOIS

St. Peter, Ill.—Both elevators here are now owned and operated by August Borchelt & Co.

Woodstock, Ill.—The plant of the Woodstock Milling Co. burned early on Jan. 8, causing estimated loss amounting to \$75,000.

Sidney, Ill.—Fire destroyed the office and its contents, of Rich & Blankenbaker here on Jan. 2. The office was some distance detached from the elevator.

Allerton, Ill.—We have recently installed a Fairbanks-Morse Enclosed Motor, also a cleaner equipped with S. K. F. ball bearings.—Harry Allen Grain Co.

Pontiac, Ill.—M. B. Speece, formerly managing a farmers' elevator at Evander, Ia., has taken charge of the five elevators of the Pontiac Farmers Grain Co. with headquarters here.

Harmon, Ill.—The brick office building of the Farmers Elevator Co. has been completed and is now in use. It is a first-class structure, roofed with fireproof shingles and has a large basement and furnace heat.

Paxton, Ill.—We have moved our private wire grain office from Gibson City to this place, where we are located on North Market street, in the Rodeen building.—E. W. Bailey & Co., Leland G. Duncan, mgr.

Roanoke, Ill.—Harry Emery of Rutland, Ill., will fill the vacancy as manager of the Roanoke Farmers Co-operative Ass'n, left by the death of Bert Sharpe on Dec. 9.—"Squire" Cavitt, James E. Bennett & Co.

Chestnut, Ill.—It is the A. F. Downs Grain Co. which is building the new elevator here, as reported in previous numbers of the JOURNAL. I am connected with it in building and operating. We will handle grain and coal.—H. M. Norris.

Kankakee, Ill.—Grain dealers of the Kankakee territory held their regular monthly meeting at McBroom's Restaurant, Wednesday, Jan. 9. After a satisfying dinner the meeting was turned over to round table discussions regarding local problems.

St. Francisville, Ill.—A hammer mill and batch mixer for feed grinding has been installed in a local building by H. E. Guthridge & Son. The batch mixer has capacity for one ton.

Champaign, Ill.—J. T. Savidge, who spent five years in the grain business out of a lifetime of teaching in DeWitt County, died at 6 o'clock Christmas night, age 77. He had been living with his daughter here since retirement following an attack of influenza last year.

Rutland, Ill.—Harry Emery, for the past several years manager of the farmers' elevator here, has resigned to become manager of the Roanoke Farmers Co-operative Ass'n at Roanoke, Ill. His successor has not been named.—"Squire" Cavitt, James E. Bennett & Co.

Sugar Grove, Ill.—Machinery for a feed grinding unit is being installed by the Kane County Milling Co. This includes a 30-inch Bauer Attrition Mill with two 40 h.p. G. E. Motors, a Bauer Ear Corn Crusher, a Kewanee All Steel Truck and Wagon Lift and a Fairbanks 10-ton Truck Scale.

Hermon, Ill.—The elevator of the Huron Farmers Grain, Live Stock & Co-operative Ass'n was sold on Nov. 17. Chas. Hunter, acting for the directors, who had personally secured various loans, bought it in for \$3,000. The company will be organized with a smaller membership but will continue to operate under the same firm name.—Jerry White, mgr.

Willey (Taylorville p. o.), Ill.—We had a small fire last month when the wood part of the spout to the cob burner caught fire from heat conducted to it by the metal portion that entered the kiln. We were able to pull the spout down before the fire reached the elevator. Damage was \$140, fully covered. We now have installed a new all metal self supporting spout.—I. W. Larrick, Willey Farmers Grain Co.

Carmi, Ill.—About 5,000 bus. of wheat in a steel storage tank was reduced to salvage during the fire at the plant of the White County Milling Co. early last month as reported in last number. The heat from the burning mill building and corn elevator was so intense that the wood supports inside the tanks caught fire and ignited the wheat. The warehouse building near the mill was damaged but local fire fighting equipment was able to save it and the gasoline storage tanks of the company. Ralph R. Benson, of Carmi, and Val B. Campbell, of McLeansboro, own practically all of the stock of the concern. The property was under the management of Mr. Benson.

Springfield, Ill.—The elevator, mill building and office of the Springfield Grain Products Co., Inc., principally owned by J. E. Armstrong, burned Dec. 22. The plant was located about a mile from the Springfield city limits and the nearest fire hydrant was fully that distance away. The Springfield Fire Department was forced to stand by helplessly for lack of a water supply sufficiently large to prove effective against the flames. Only the furniture and equipment in the office at the south end of the building were saved. The structure was completed four years ago for the defunct Peerless Mill & Elevator Co. and was valued at \$110,000, tho only \$20,000 of insurance was carried. The contents were insured for only \$15,000, tho valued at about \$40,000. Total loss was estimated at well over \$100,000. The plant was being rehabilitated for operation when the blaze broke out. Work is now being rushed to complete a one-story brick building just north of the ruins to house feed grinding machinery which has been ordered.—Frank M. Ward.

## CHICAGO NOTES.

Uhlmann Grain Co. has increased its capital stock from \$600,000 to \$1,500,000.

Frank J. Young is a new partner in the firm of Hulburd, Warren & Chandler.

Robert C. Wheeler, a member of the Board of Trade, died late in December.

Our cash grain department has moved its offices to 439 S. Clark St.—Lamson Bros. & Co.

The membership of B. H. Ettleson has been transferred to Harry L. Winters of Thomson & McKinnon.

Heltz & Foss, hay dealers, are discontinuing business. Many years ago the firm name was Heltz, Foss & Brooks.

Adolph Kempner has been appointed assistant sec'y of the Uhlmann Grain Co., with which he recently associated himself.

J. B. Zeigler has sold his membership in the Board of Trade to Nathan Shure for \$33,000 net. The latest previous sale was for \$30,500.



The membership of Herbert H. Girardet of Liverpool, Eng., has been transferred to M. J. Hickey, Jr., of Hickey, Doyle & Co., Chicago.

The vacancy on the business conduct committee of the Board of Trade, caused by the resignation of L. L. Winters, has been filled by the appointment of Joseph W. Badenoch.

Wesley S. McClean, W. F. Halpin and A. J. Levi, members of the Board of Trade, were suspended at a meeting of the directors on Jan. 8, for delinquency in their accounts.

Annual dues of the members of the Chicago Board of Trade have been fixed at \$400 for 1929, which is twice as much as they have been in the past few years. It will be about two years before the organization can move back into new quarters at its old location.

Among the grain firms now located in the Rand-McNally Bldg., near the temporary quarters of the Board of Trade are Rumsey & Co., A. V. Booth & Co., Norris Grain Co. and Parker & Graff. William P. Anderson has moved to the Utilities Bldg.; Geo. A. Hellman, Jr., has moved to the Illinois Merchants Trust Bldg.

Edwin O. Meyers, Commander of the Board of Trade Post of the American Legion, was married Jan. 9 to Miss Helen Rosenblatt at the Shoreland Hotel. Mr. Meyers, a member of the exchange, is a broker in oats. After serenading the bride and groom, members of the Board of Trade Drum and Bugle Corps of the Legion surrounded their Commander and showered him with a peck of oats. The newlyweds are leaving for California on their honeymoon.

The following have recently been admitted to membership in the Board of Trade: Matthew R. Becker, Howard Froelick, Rowland Stebbins, Ernest W. Flender, Roscoe Rockwood, Edw. A. Green, J. H. Holmes, Hugo Bacenheimer, Donald M. Woodruff, Laurence K. Callahan, James J. Forstall, Everette W. Lothrop, Edgar G. Ball, John H. Mooney, Carl F. Andrus, Louis Lober, Walther Buchen, Jerome B. Rockhill, Charles B. Crofton, Raymond J. Friss, Wm. J. Walsh, Earl M. Kessler.

Memberships in the Board of Trade recently transferred are Eben Matthews, Frederick L. Hannah, Harry F. Shepherdson, Charles E. Hunting, Geo. F. Moxley, John H. Lloyd, Joseph P. Dunlop, William M. Schwartz, Jean H. Kempner, Benjamin C. Moore, Bowne S. Koehler, Edward P. Bultmann, Otto Keusch, Harold C. Gifford, C. Walton Andrus, Harry B. Field, Fred H. Babcock, Frank F. Cornelius, Ludwig D. Schreiber, Paul W. Dehner, Willis F. George, and Philip S. Arthur.

Annual election of the Board of Trade made the following officers for the ensuing year: Samuel P. Arnot, pres. (re-elected); John C. Wood, 1st vice-pres., and Charles V. Essroger, 2nd vice-pres. Directors: Alfred W. Mansfield, Fred Uhlmann, Frank E. Alstrin, Philip R. O'Brien, Walter G. Moorhead and Edwin T. Maynard. Nominating committee: L. N. Perrin, W. E. Hudson, S. H. Requa, T. E. Cunningham, E. H. Bagley. Committee of appeals: A. B. Lord, K. V. R. Nicol, A. C. Meyer, F. J. Bittel, B. B. Denniston. Committee of arbitration: H. W. Batterman, Frank Haines, P. A. Copenhaver, H. A. Klein, W. C. Bliss and Edwin J. Kuh, to fill a one-year vacancy.

The annual meeting and election of stockholders of the Board of Trade Clearing Corp. was held Jan. 9. The statement showed a profit for 1928 of \$92,738, as compared with \$100,139 in 1927, and only \$58,157 in 1926. The book value of the stock is \$2,894, as against the original subscription price of \$2,500. The reserve fund has increased \$100,000, being now \$250,000. The volume of clearings for the last two years shows a decrease in grains, as follows: 1928—32,813,188,000 bus.; 1927—33,895,614,000 bus. A. W. Mansfield, Joseph Simons, John E. Brennan, Edward L. Glaser and Simon Mayer were elected governors, the first two being re-elected. All of the regular officers were re-elected.

## INDIANA

Franklin, Ind.—Joseph J. Doan, 73, former owner and operator of a flour mill at Amo, Ind., died recently at his home here.—W. B. C.

Brownstown, Ind.—Martin Tormoehlen has bought the business and stock of the Farmers Co-op. Elvtr. Co., which for several years has been under a number of managements. The original name of the Brownstown Feed Exchange has been revived. The elevator company was organized as a branch of the Seymour Co-op. Co. about ten years ago.

Montmorenci, Ind.—The Montmorenci Elvtr. Co. is installing a 40,000-pound Fairbanks Hopper-Scale to replace its automatic loading out scales.

Crown Point, Ind.—We have installed a cleaner to handle Hungarian and timothy seed. Clover seed is no longer raised in quantity in this territory.—E. K. Sowash.

Grandview, Ind.—Jefferson Ray died at his home near here on Dec. 29 at the age of 83, having operated a grain elevator here for many years. Mr. Ray was a Civil War veteran. He leaves two sons.

Ferdinand, Ind.—The indirect cause of closing of the Wallace Milling Co. is said to have been the recent failure of the Farmers and Merchants Bank at Dale. All claims against the Wallace Company must be filed by March 15.

Gilman, Ind.—Fire destroyed the warehouse of the Farmers Co-operative Elvtr. Co. last month. Sparks from a passing freight train were given as the cause. Other structures were endangered but the blaze was confined to the almost empty warehouse. Loss was partially covered by insurance. Rebuilding is contemplated.

Poster, Ind.—Rolla Gaskin, manager of the Covington Grain Co.'s elevator here, got his right hand caught in the corn sheller, Dec. 15. The sheller had been in operation during the morning but had become plugged and stopped. Mr. Gaskin had thrown the belt to the idler pulley and was cleaning it out when the machine was accidentally started, crushing and mangling his hand. He was rushed to a Danville hospital where the limb was amputated between the elbow and the wrist. At last reports he was rapidly convalescing.

Laketon, Ind.—The Appellate Court has upheld the decision of the Wabash Circuit Court in the Laketon Elvtr. Co. case, making the bondsmen equally liable with the directors in proportion to the amount of stock held by each, in settlement of the debts acquired by the company. Notes had been signed by the directors in the name of the company to cover incurred obligations and about 40 stockholders signed a guaranty of these notes with the directors. The company had obligations amounting to \$43,000 when a receivership was declared and the business closed.

## INDIANAPOLIS LETTER.

The Bachman Milling Co. has filed papers evidencing final dissolution.

The Indiana Grain Dealers Ass'n has the following new members: Ewing Mill, of Ewing; Imperial Mills, of Cambridge City; Otto G. Fifield & Co., of Hebron, and Johnson & Sons Milling Co., of Frairieton.

At the coming convention of the Indiana Grain Dealers Ass'n, to be held Jan. 24 and 25, a tribute will be paid to the memory of Charles B. Riley, who was secretary of the state grain and milling organizations for more than 20 years. E. M. Wasmuth of Huntington has been chosen to make the tribute.

The Indiana Grain Dealers Ass'n has chosen Miss E. S. True, former assistant to the late Charles B. Riley, as acting secretary of the ass'n. Miss True and the officers of the ass'n have made out the program for the annual convention which is to be held in the Board of Trade building on Jan. 24 and 25.

An informative program is being prepared for the annual convention of the Indiana Grain Dealers Ass'n to be held Jan. 24 and 25 in the Board of Trade building here. "Some Physical and Chemical Properties of Hard and Soft Wheat," will be discussed by Dr. R. H. Carr of Purdue University; "Experiments in the Use of Fertilizers," is the subject of Alfred J. Hessler of Covington. Edgar H. Evans, chairman of the Wheat Improvement Com'te, and Harold Gray of the Transportation Com'te will have reports on the work of their committees. C. A. Waalen, federal grain supervisor at Indianapolis, will talk on Grain Grades and Federal Supervision. Ed. Reynolds is expected to tell about his recent trip to Europe. Addresses will be made by Ed. Wasmuth of Huntington and Chas. Quinn, sec'y of the Grain Dealers National Ass'n. One session will be devoted to round table discussions. An entertainment will be effected the evening of Jan. 24. An excellent attendance is expected and all Indiana grain dealers are extended a cordial invitation to come.

## IOWA

Marne, Ia.—H. O. Boots is the new manager of the Farmers' Co-op. Grain Co.

Charles City, Ia.—An 84x16 ft. 6-bin coal storage building has been built by the Farmers Exchange.

Hancock, Ia.—The local elevator of Gund Sein & Co. will be closed temporarily, but the feed grinding unit will continue in operation.

Sioux City, Ia.—All stock and grain quotations in the local office of Lamson Bros. & Co. are now received over automatic writing machines.

Fort Dodge, Ia.—Rural Grain Co. has opened an office in the Garver building. M. C. Larsen is in charge. Headquarters for this company are in Chicago.

Rinard, Ia.—A new truck dump and a 10-ton truck scale have been installed at the Great Western elevator of the Farmers Elvtr. Co. C. H. Hurd is manager.

Hamburg, Ia.—The Reid Elvtr. here, formerly operated by McBride Seed & Grain Co. and purchased by Wert Reid last fall, was partially destroyed by fire on Dec. 24.

Ottosen, Ia.—The office of the Farmers Co-operative Society has been moved nearer the elevator and a Fairbanks 16-ton Truck Scale has been installed. S. P. Stark is manager.

Plainfield, Ia.—A 52x80 ft. concrete block garage building near the plant of the Farmer Elvtr. Co. has been purchased by that concern to store the farm implements which it handles.

Atlantic, Ia.—We are going out of business at the following towns on the Rock Island Railroad: Wiota, Lorah, Brayton, Exira, Smith Lake, Kimballton and Hancock.—Gund-Sein Co.

Burlington, Ia.—State Senator Otto J. Lange of Dubuque will introduce a bill in the state assembly asking for state owned and operated grain warehouses at river points, which may lead to the establishment of a \$300,000 elevator here.

Sioux City, Ia.—The annual Christmas party of the Grain Exchange was held in the trading room on Dec. 24. Dancing and other forms of entertainment were enjoyed by members and guests.

Pomeroy, Ia.—We have given up our lease on the Pomeroy elevator and are being succeeded here by C. A. Pfund of Des Moines. The change was effected Jan. 1.—Chas. C. Davis Davis Bros. & Potter.

Guthrie Center, Ia.—An addition has been built on the building of the City Mills and fitted with modern equipment which will permit more efficient handling of the company's business in this community. C. M. Reed is manager.

Hamburg, Ia.—The J. B. Zuck elevator burned to the ground Dec. 18. Between 1,600 and 1,700 bus. of oats, about 500 bus. of wheat and around 700 bus. of corn, besides a large amount of bran, shorts and other feedstuffs were destroyed in the blaze.

Rudd, Ia.—SKF Ball Bearings and a new 15-h.p. motor were installed in one of the local elevators of the Farmers Exchange Co. when it was overhauled recently. The company's other elevator will be overhauled in the spring and similar equipment installed.

Rodman, Ia.—A new 15-ton truck scale, 150-bu. hopper scale and a Kewanee All Steel Truck Lift have been installed in the local elevator of the Quaker Oats Co., managed by Don Deveney. A new concrete foundation has been built under the elevator and the engine house has been floored with cement.

Spencer, Ia.—The Wilson Coal & Grain Co. Inc., has been incorporated with \$10,000 capital stock to buy and sell grain, coal, etc., by Alice M. Wilson, A. W. Huntzberger and Howard A. Wilson. This company took over the elevators of the Spencer Grain Co., now out of business last fall as reported in a previous number.

Burlington, Ia.—A. J. Cockrell, Clarence Artz and Ray Baxter are on a committee appointed by Arthur Schwerin of the Greater Burlington Ass'n, to study proposals to erect grain elevators and warehouses in river cities at state or federal expense to facilitate marketing of farm products. State legislation is being agitated to effect such construction. Several discussions were made at the board meeting where the committee was appointed. Among the speakers were A. O. Talbott of Keokuk, and A. D. Hayes of New London, both grain dealers.



Wieston (Manson p. o.), Ia.—John Swartzend-  
ber, manager of the Davis Bros. & Potter  
elevator here, died suddenly last month. Miss  
Edna Peterson, formerly bookkeeper in the  
Manson office of the company, has been ap-  
pointed to fill the vacancy. E. E. Swartzend-  
ber will be elevator man.—Chas. C. Davis,  
Davis Bros. & Potter.

Evander (Sheldon p. o.), Ia.—M. B. Speece  
has resigned as manager of the Evander Farm-  
ers Elevator and has taken charge of the Pon-  
tiac Farmers Grain Co. at Pontiac, Ill., where  
he manages five elevators. Management of the  
elevator at Evander has been taken over by  
L. Steintjes, formerly with the Farmers Co-  
operative Co. at Sheldon.

## KANSAS

Manter, Kan.—J. T. Gray installed an 8-inch  
teel well casing for loading out spout.

Wood, Kan.—C. W. Hawk contemplates build-  
ing a 16,000-bu. elevator here in the spring.

Dwight, Kan.—Mail addressed to Carl John-  
son has been returned marked "moved left no  
address."

Brenham (Haviland p. o.), Kan.—Gillis R.  
Miller is the new local manager for the Light  
Milling & Grain Co. here.

Hutchinson, Kan.—Our new elevator here will  
be completed about Jan. 10.—C. D. Jennings,  
C. D. Jennings Grain Co.

Salina, Kan.—The local board of trade held a  
Christmas celebration at its offices on Dec. 22,  
with Santa and a Christmas tree.

Salina, Kan.—R. A. Wallace has returned to  
the employ of the Shellabarger Mill & Elvtr.  
Co., having charge of the elevators.

Big Bow, Kan.—C. Moltz & Sons of Johnson  
out in a small elevating system here and will  
add grain to their coal and oil business.

Webber, Kan.—Fire totally destroyed the local  
elevator of Scoular-Bishop Co. on Dec. 23. The  
adjacent lumber yard was also destroyed.

Syracuse, Kan.—The Evins Grain Co. in-  
stalled a 10-ton truck scale and a Kawanee  
Air Dump. Work was done by the Southwest  
Construction Co.

Salina, Kan.—A. D. Richter has become as-  
sociated with the Shellabarger Mill & Elvtr. Co.  
For several years he was with the Robinson-  
Wyatt Grain Co.

Wichita, Kan.—Swift recovery back to nor-  
mal is being made by P. N. Ahlstrom, oldest  
employee (as to service) of the Kansas Milling  
Co., who was injured in an auto accident re-  
cently.

Hutchinson, Kan.—Several additional storage  
projects are reported to be under consideration  
here. Total storage at this market has been  
brought up to 4,375,000 bushels within the past  
two years.

Wichita, Kan.—A small fire occurred in the  
bag cleaning house of the Red Star Milling  
Co.'s plant here recently. It was extinguished  
with the aid of a private hydrant and outside  
house house.

Axtell, Kan.—A feed grinding mill has been  
added to the Farmers Union Co-op. Business  
Ass'n's elevator. To accommodate the new  
machinery an addition was built to the eleva-  
tor, power being furnished by a tractor.

Delia, Kan.—Harvey Brown, 25, was caught  
in the machinery of one of the local elevators  
and suffered a fractured skull, a fractured leg  
and several serious bruises. He died on the  
way to a hospital. His widow and one son  
survive.

Harper, Kan.—The Imperial Flour Mills Co.  
is considering the enlargement of its storage  
capacity by 125,000 bus. if on investigation it is  
possible to make such an addition. Some of the  
company's officials are interested also in the  
Kansas Milling Co. of Wichita.

Hutchinson, Kan.—The year of 1923 was the  
biggest in the history of the Hutchinson mar-  
ket. It handled 944 more cars of wheat than  
during any previous year and construction of  
additional facilities brought the total storage to  
4,575,000 bus.—Hutchinson Board of Trade.

Arkansas City, Kan.—Kent Barber is the  
new vice pres. and general manager of the  
Kansas Mill & Elvtr. Co., which is one of the  
two units still held by Frank Kell, who recently  
sold six of his Texas and Oklahoma plants to  
General Mills, Inc. Mr. Barber has succeeded  
Andrew Smith.

Wichita, Kan.—General Mills, Inc., of Minne-  
apolis, has awarded a contract to the Jones-  
Hettelsater Construction Co. for construction  
of 1,500,000 bus. additional grain storage at the  
local plant of the Red Star Milling Co. This  
will make the company's total storage capacity  
here 4,500,000 bus.

Andale, Kan.—The office attached to the ele-  
vator of the Red Star Milling Co. here was  
burned out inside on Dec. 20 when the office  
stove became overheated and set fire to the  
wallboard ceiling. The local fire department  
extinguished the blaze with chemicals before  
it was communicated to the elevator. The loss  
amounted to a little less than \$300.

Elkhart, Kan.—The Elkhart Milling Co. has  
completed construction of a new warehouse ad-  
joining the northeast side of its mill and ele-  
vator structure. It is three stories high and  
adds 5,040 square feet of floor space to the mill  
with additional storage capacity for 10 car-  
loads of feed and flour. Several new pieces of  
machinery were installed a few weeks ago.  
Total cost for the improvement is about  
\$15,000.—P.

Ashland, Kan.—The elevators of Wallingford  
Bros. have been closed and the books of the  
concern turned over to their more than 200  
creditors. A public accounting firm is making  
an audit of the books; and the properties,  
which include elevators at Ashland, Sitka and  
Acres, Kan., and Buffalo, Okla., are now under  
the management of W. G. Carson, local finan-  
cier, who plans to continue operating them for  
a time in an effort to save as much as possible  
of the creditors' funds. Charles A. Wallingford,  
one of the brothers and former local manager,  
also operates a brokerage office here. The ele-  
vator had been in financial difficulty for about  
two years. Most of the creditors are wheat  
producers who had stored wheat in the ele-  
vator.

## KENTUCKY

Mayfield, Ky.—A portion of the roof of the  
feed house and the corn crib of the Mayfield  
Milling Co. was blown off in a windstorm on  
Dec. 17.

Lancaster, Ky.—William Barnett of Harrods-  
burg has bot the grain and feed business of  
Hudson & Farnau of this city, and incorporated  
it as Hudson & Farnau, Inc.

Sturgis, Ky.—Arthur and Bailey Smith, broth-  
ers, have leased the properties of the Exchange  
Milling Co. here, which has been operated for  
16 years past by C. T. Wallace and W. W.  
Wynn. Meal and feedstuffs are manufactured.  
—C.

## MARYLAND

Cambridge, Md.—We contemplate erection of  
a 50,000- to 100,000-bu. elevator here to be lo-  
cated so as to take advantage of both water and  
rail transportation. This plant will be elec-  
trically equipped.—John E. Patten, Dorchester  
County Farm Bureau Co-operative Ass'n, Inc.

### BALTIMORE LETTER.

Samuel G. Crocker, oldest member of the  
Chamber of Commerce, is convalescing at his  
home from a broken hip.

F. J. Otterbein has joined the grain firm of  
Robinson & Jackson. He previously traded as  
F. J. Otterbein & Co., grain receivers and  
shippers.

The passing of 1923 was unobserved on Ex-  
change, even the time-honored cowbell was  
missing. There seemed to be no regrets at the  
passing of the year.

The following will be elected to membership  
in the Chamber of Commerce at its January  
meeting: Joseph C. Landes, grain merchant,  
and Reginald N. Wright, head of the Ches-  
apeake Bay Oyster Shell Co.

An informal Christmas party was held Dec.  
22 in his office for his friends by David H. Lar-  
kin, chief grain inspector of the Chamber of  
Commerce. The usual "trimmings" of Christ-  
mas tree, holly, candy and cake were in evi-  
dence.

The directors of the Chamber of Commerce  
appointed a nominating com'te at its Decem-  
ber meeting to select five directors to serve for  
three years. The com'te selected the follow-  
ing: Edward Netre, Ferdinand A. Meyer, Frank  
S. Dudley, John Merryman and Wm. T. Shack-  
elford.

## MICHIGAN

Tecumseh, Mich.—Slight damage was done  
to the plant of the William Hayden Milling  
Co. recently by windstorm.

Allegan, Mich.—The old mill of the Allegan  
Milling Co. has been purchased by Albutus  
Kolvoord, H. A. Potter and Edw. Wynne.

Detroit, Mich.—The new addition to the mill  
of the Commercial Milling Co. is expected to be  
finished in February and the mill to be in opera-  
tion early in March.

Ashley, Mich.—Lewis I. Thompson has been  
made manager of the Ashley Grain Co. He  
was formerly a traveling auditor for Henry  
W. Carr Co. of Saginaw and was for a number  
of years associated with the Saginaw Milling  
Co. and other grain and milling enterprises.

Lapeer, Mich.—Robbers entered the elevator  
at Otter Lake and stole 8½ bus. of beans, 2½  
bus. of alfalfa seed and 2 bus. of timothy seed  
late last month. The sheriff arrested Mitchell  
Yack and Jack Manwaring a few hours later,  
the stolen beans and seed having been found a  
short distance from the Yack home.

Nashville, Mich.—E. D. Olmstead has as-  
sumed management of the Nashville Co-opera-  
tive Elvtr. Ass'n. C. D. Hunt, who has had  
the management of both this and the Hastings  
elevator, will hereafter devote all of his time to  
management of the Hastings plant. Mr. Olm-  
stead has resigned as manager of the Nashville  
Co-operative Co., a stock shipping ass'n, to take  
the new position.

Unionville, Mich.—The Unionville Milling Co.  
elevator was robbed of 30 bags of beans early  
in the morning of Dec. 27. A neighbor, awake  
at 3 a. m. with a fretful babe, heard an engine  
running and investigated to find a truck loading  
the beans at the elevator. He phoned Ernest  
Bueschlin, the manager of the elevator, and the  
two men took up the chase, the truck having  
meanwhile driven away. Catching up with the  
truck they were finally able to stop it by shoot-  
ing the tires full of holes. A woman, who gave  
her name as Della King of Kings Mill, was the  
only captive. She named a Frank Bower as  
her companion. A few days later Bower volun-  
tarily surrendered and confessed to several  
other robberies, including the one in an eleva-  
tor at Snover. Both were arraigned on a charge  
of larceny.

## MINNESOTA

Morgan, Minn.—The Farmers Elvtr. Co. of  
this place has voted to renew its charter, which  
expires in February.

Fairmont, Minn.—A number of improvements  
have been made by George Thinzenberg, among  
them being the enlargement of his office space.

Elmore, Minn.—Guy Simser has returned to  
Blue Earth, his old home. He had been in the  
employ of the Farmers Elevator at Elmore for  
several years.

Morristown, Minn.—Slight damage resulted in  
the mill of the Commander-Larabee Corp. on  
Dec. 27 when fire, originating in the conveyor  
leading from an attrition grinder, broke thru  
the conveyor box and filled the mill with smoke.

Blackduck, Minn.—O. A. Kirtland of Bemidji  
and C. W. LaMeure of Big Falls have organized  
the Blackduck Grain Co. here and have started  
business with a stock of flour and feed. They  
have announced plans to erect a 10,000-bu. grain  
elevator in the spring and to handle farm pro-  
duce as well as grain.

Phelps (Maine p. o.), Minn.—Several stock-  
holders of the Co-operative Maine Roller Mill &  
Power Co. have joined forces in a petition to  
the district court begging dissolution of the  
company, alleging the company was incorporated  
in May of 1920 with authorized stock issue of  
\$150,000, of which \$27,500 was paid in. It quit  
business June 27, 1923, after selling the mill.  
The company is alleged to have paid no divi-  
dends in the past 5 years, tho it had no debts  
and its only obligation was to its stockholders.

### MINNEAPOLIS LETTER.

A new grain loading elevator may be erected  
in this city for the barge line of which W. W.  
Morse is the operating manager.

The annual meeting of the Tri-State Country  
Grain Shippers Ass'n is to be held in Minne-  
apolis on Feb. 21. A large turnout is anticipated  
from the three states of Minnesota, North and  
South Dakota.



A membership in the Minneapolis Chamber of Commerce has been bought by H. G. Atwood of the American Milling Co., Peoria, Ill.

The directors of the Chamber of Commerce have approved the revision of the rules of that organization to permit trading in stocks and bonds.

Arthur F. Evenson, member of the state board of grain appeals for 20 years, has been seriously ill for over two weeks. At last report he was improving after having two blood transfusions.

James G. Mundy, in the grain business here since 1918, passed away at the Swedish hospital recently, age 46. He had managed a grain elevator at Mylo, N. D., until 1918 when he moved to Minneapolis. His wife and five children survive.

Riebe Sons Grain Co., Inc., has been incorporated with \$50,000 capital stock to buy, sell, own, lease, maintain, and construct elevators, warehouses, etc. F. C. Riebe, J. E. Riebe and G. C. Riebe are the incorporators. The Riebe Grain Co., Inc., has also been incorporated; capital stock \$100,000.

Charles C. Zinn, sec'y of the Crown Elevator, was found dead in his Lake Minnetonka summer home on Jan. 2 with a bullet thru his head. The deputy coroner returned a verdict of suicide. He had been missing since Dec. 30. Mrs. Zinn and two sons, Charles A. and Russell, are the survivors.

Lewis F. Eaton, 65, retired regional vice-pres. of the Washburn Crosby Co., died on Dec. 24, while on a sight-seeing trip thru Southern California with his wife and their brother and sister-in-law. Heart disease is thought to have been the cause. Mr. Eaton had left Minneapolis about a month ago to take up his residence in California.

Rebuilding of the Washburn "A" Mill is expected to be completed and the plant in operation by spring. The building program includes a 200,000-bu. elevator and installation of equipment costing an approximate \$500,000. This will include complete units for durum and rye and a feed mill for producing poultry and dairy feeds. Warehouse space will also be provided.

The Chamber of Commerce Glee Club, numbering 30 voices, sang Christmas carols at three of the city hospitals, under the direction of P. M. Ingold, at the Christmas season. The Traffic Club of this city furnished the Christmas fun at the University Hospital, set up thirty trees in the different wards, and gave each patient a present. This club is composed principally of flour and grain trade men.

Felton D. Gill has entered the grain shipping business under his own name, opening offices in the Chamber of Commerce. He was for many years connected with Hales & Hunter Co. He is a member of the Chamber of Commerce, the Minneapolis Grain Shippers' Ass'n and the Grain Dealers' National Ass'n, and has a great many personal acquaintances among the leading grain dealers throughout the country.

## MISSOURI

Trenton, Mo.—A pulverizer, a mixer, a sacking machine and other machinery is being installed in the plant of the Ralston Milling Co.

### KANSAS CITY LETTER.

John Hughes has associated himself with the Mensendieck Grain Co. He was formerly in the grain business in Salina.

The E. H. Sullivan Grain Co. is a new concern formed by E. H. Sullivan, formerly with the Hodgson-Cauthorn Grain Co.

H. A. Fowler has applied to the Board of Trade to change his representation from the Fowler Commission Co. to himself.

An option brokerage business has been opened in the Board of Trade Building by H. A. Fowler, formerly with the Fowler Commission Co.

Membership in the Kansas City Board of Trade has been applied for by M. J. Lawless on transfer from C. A. Elmore, who has left the Lawless Grain Co.

Thad L. Hoffman, pres. of the Flour Mills of America, and interests representing the Kansas City Club are negotiating for the lease and perhaps sale of the Hoffdale Golf Club to the Kansas City Club. Mr. Hoffman has operated the Hoffdale club for two years.

Our project at Kansas City is still indefinitely postponed.—H. Anderson, pres. National Milling Co., Toledo, O.

We have moved our offices from 1407-10 Board of Trade to 801-10 Board of Trade and have closed our branch office at Pratt, Kan.—J. E. Stadler, Wolcott & Lincoln, Inc.

J. J. Kraetli was selected to succeed himself as pres. of the Kansas City Board of Trade at the election held Jan. 8. R. A. Jeaneret is first vice-pres., and F. A. Theis second vice-pres.

J. J. Wolcott, C. W. Lonsdale, and E. O. Bragg were nominated to succeed themselves as directors of the Grain Clearing Co. H. F. Spencer and W. J. Mensendieck are holdover directors.

The Chicago & Alton Railroad has announced plans for building a 500,000-bu. addition to the Alton Elevator, which is being operated by Wolcott & Lincoln. This will increase the capacity of the house to 1,000,000 bus.

An attempt to hold up F. J. Fitzpatrick, of the Simonds-Shields-Lonsdale Grain Co. the week before Christmas, was made by bandits as Mr. Fitzpatrick was driving in one of the residential sections of the city. He escaped by stepping on the gas, but the framework of the car received a bullet.

### ST. JOSEPH LETTER.

Another room has been added to the present quarters of the Heald Grain Co. Its address now is 1217-18 Corby Bldg.—Fennell.

Elwood, Kan.—The Larabee Flour Mills Co. purchased the 500,000 bu. elevator here, taking possession the 15th of last month.—N. K. Thomas.

The annual meeting of the membership of the St. Joseph Grain Exchange will be held Tuesday evening, Jan. 15, when newly elected officers and directors will be presented and the retiring Board adjourned sine die.—N. K. Thomas, sec'y, St. Joseph Grain Exchange.

Between 175 and 200 men are working night and day erecting the 2,000,000 bu. addition to the St. Joseph Public Elevator which will be operated by the Trans-Mississippi Grain Co. when completed. This will be the largest elevator in St. Joseph, with 2,250,000 bus. storage. Building operations began early in November. Excavating has been completed and pouring concrete for the 69 tanks which will compose the addition is now under way. Each tank will be 22 ft. in diameter and approximately 91 ft. high. The plot of ground on which the plant is being built approximates 70 ft. wide by 700 ft. long. John S. Metcalf Co. is overseeing the work of the Lehr Construction Co., contractors. Completion is expected in April. The St. Joseph Union Terminal Co. will be the owner.—N. K. Thomas, sec'y, St. Joseph Grain Exchange.

### ST. LOUIS LETTER.

W. J. Krings, assistant sec'y of the Merchants Exchange for four years, resigned the first of the year.

Applications for membership in the St. Louis Merchants Exchange have been filed by Oscar Malo and Clyde Williams of the Colorado Milling & Elvtr. Co., of Denver, Colo.

Homer W. Price, of the Rural Grain Co., Delavan, Ill.; D. G. McMillan, of the Wayne Feed Mills, East St. Louis, and Arthur B. Clark, of the Fer-Mil-Lac Process Co., have filed applications for membership in the Merchants Exchange.

The election of officers of the Merchants Exchange was held on Jan. 9 with the following result: Pres., J. H. Caldwell; first vice-pres., Harry F. Beckmann; second vice-pres., H. H. Langenberg. Directors were chosen as follows: Louis F. Schultz, E. F. Mangelsdorf, W. C. Engel, P. M. Marshall, and Ludwig Hess and H. L. Boudreau were tied.

New members admitted to the Merchants Exchange are: James L. Welsh, Butler-Welsh Grain Co., Omaha; Elmer A. Schwarz, Schwarz Grain Co.; Edw. E. Krueger, Knowlton Grain Co., St. Louis; W. P. Cavanagh, Ottawa, Ill.; James C. McCourtney, A. G. Sartorius, Geo. F. Preisler, Edw. H. Wigand, E. R. Bruce, Adolph Cornell and A. E. Mann, St. Louis; O. A. Talbott, Keokuk, Ia.; M. E. Greenleaf, Jacksonville, Ill. Memberships transferred were John H. Lloyd, Springfield, Ill.; Harry T. Fowler, Kansas City; Louis M. Steinberg and Jos. E. Muckerman, St. Louis.

The offices of the Hugh Harris Co., flour, feed and grain broker, have been transferred to the Merchants Exchange Building.

St. Louis, Mo.—The St. Louis Grain Club held its annual meeting on Dec. 17, and elected the following officers: President, Joshua M. Chilton; vice-pres., Oliver Schwarz; sec'y and treas., Wilbur B. Christian (re-elected). The following directors were elected: George Kelly, R. H. Baumgaertner, Murray Tanner, Morris A. Wilkins and N. P. Nelson. S. S. Carlsyle, D. P. Moore and George Marsche were elected regular members of the club and C. B. Rader, secretary of the Merchants Exchange, was elected associate member. The proposal to establish associate memberships in the exchange was spoken on by Roger P. Annan, whose remarks were followed by a general discussion. Entertainment occupied the rest of the evening.

## MONTANA

Reedpoint, Mont.—The Montana Central Elvtr. Co. has had general repairs done on both scales by T. J. Sollom.

Loring, Mont.—The St. Anthony & Dakotak Elvtr. Co. erected a 20,000-bu. elevator. Work was done by the T. E. Ibberson Co.

Chapman, Mont.—The International Elvtr. Co. had a 25,000-bu. elevator and a dwelling house erected by the T. E. Ibberson Co.

Turner, Mont.—The International Elvtr. Co. has had a 25,000-bu. elevator and a manager's residence built by the T. E. Ibberson Co.

Manson, Mont.—The Montana Elvtr. Co. has had its dump scale rebuilt, Strong-Scott Pneumatic Dump installed, pits enlarged, driveways reinforced, and general repair work done by T. J. Sollom.

Chadbourne, Mont.—The Montana Central Elvtr. Co. has had the dump scale rebuilt, Strong-Scott Pneumatic Dumps installed, pits enlarged, driveways reinforced and other general repair work done by T. J. Sollom.

Willow Creek, Mont.—The Montana Central Elvtr. Co. installed a 10-ton Fairbanks Truck Scale and a Strong-Scott Pneumatic Dump, enlarged pits, reinforced driveways, and made other repairs. Work was done by T. J. Sollom.

Great Falls, Mont.—Patton-Kjose Co. incorporated; grain commission merchants; capital stock, \$250,000; directors, J. E. Patton, C. E. Carlston, Samuel Stephenson, W. H. Hoover and B. J. Kjose. The company has been doing business for three years as a partnership. Offices will be maintained in Minneapolis and Spokane also.

Bozeman, Mont.—Byron T. Stanton, chairman of the first State Railway Commission in Montana and an official since its creation in 1917, died on Dec. 18 at his home here, age 76. He was examiner of mills and specialized in carrying out the Act of 1919, permitting exchange of farm produce for manufactured products. He was once associated with Stanton, Owenhouse & Benepe, operating mills and elevators in the Gallatin Valley.

## NEBRASKA

Anoka, Neb.—The Nye-Jenks Elvtr. has been bot by the Anoka-Butte Lumber Co., which now operates the only two elevators here.

Omaha, Neb.—Notice has been posted for transfer of membership from W. D. Kistler to W. K. Cole, manager for the Sheridan Flouring Mills, Inc.

Norfolk, Neb.—Fire last month damaged the elevator being operated under lease by the Norfolk Grain Corp. Details are given in a headed story published elsewhere in this number of the Journal.

Nebraska is generally considered in need of an active ass'n to include all interested branches of the grain business, and many prominent grain dealers and mills in the state have manifested a disposition to encourage the growth of the newly organized Nebraska Ass'n of Grain Elevator and Mill Operators.

Scottsbluff, Neb.—Defective wiring is given as the cause of a fire which burned the local plant of the Scottsbluff Elvtr. Co. on Jan. 6. About 20,000 bus. of grain were in the elevator at the time of the fire. This elevator is owned by W. H. Ferguson at Lincoln, Neb., and was being operated by J. B. Runyon under lease.



## NEW ENGLAND

Boston, Mass.—Bernard J. Rothwell, pres. of the Bay State Milling Co. and of the Lawrenceburg Roller Mills Co., has been appointed by the Chamber of Commerce of the U. S. to the com'te on trading on produce exchanges.

Boston, Mass.—The Bay State Shipping Co. has been given a five-year lease on the operation of the Shipping Board section of the Army Base, South Boston, thru which is exported some of the flour going out of Boston. The Government receives 37½ per cent of the gross earnings, with a minimum of \$85,000 a year, from the Bay State company.

## NEW MEXICO

Raton, N. Mex.—The Raton Mill & Elevator Co. is building a new wing to its plant on the Santa Fe. This is of cement and wood construction, sheathed and roofed with metal and is 40x50 ft. on the ground.

## NEW YORK

New York, N. Y.—H. P. Piper, a member of the New York Produce Exchange and prominent for years in the flour business, died in California recently.

New York, N. Y.—Howard R. Howser, senior member of Howser & Co., Produce Exchange grain brokerage firm, died Dec. 21. His firm represented most of the large jobbing houses of the Southwest.

Weedsport, N. Y.—Daniel S. Wright, for a great many years a grain and produce dealer of this town, died on Dec. 23 at the age of 61. He was a past president of the National Hay Ass'n and had held the same office in the state association. He was active in a number of civic and religious organizations. His wife survives him.

New York, N. Y.—Of the 48 new members elected to the Produce Exchange in one week recently, 37 represented stock and security houses, making the number of trading members in the security market approximately 175, including some of the largest firms in the street. The security trading list has been increased by 24 issues, including stocks active in other markets.

## NORTH DAKOTA

Parshall, N. D.—The Farmers Co-op. Elvtr. Co. is installing a 1,000-bu.-per-hour capacity Emerson Cleaner to replace another make.

Parshall, N. D.—The Big-Flat Grain Co., the Woodworth Elvtr. Co. and the W. F. Blum Elvtrs. will all install motors during the coming season.

Hannah, N. D.—The Hannah Farmers Co-op. Elvtr. Co. sold the building, scale, engine and elevator leg, known as the McLean Bonded Elvtr., to make room for a coal shed.

Parshall, N. D.—The Minnekota Elvtr. Co. has installed Fairbanks-Morse Motors and done a general overhauling. The work was done by the T. E. Ibberson Co. of Minneapolis.

St. John, N. D.—We have installed a new 7½-h.p. Wagoner Motor with Hinkley Drive on head, and 2-h.p. G. E. Motor on air pump. T. E. Ibberson Co. did the work.—International Elvtr. Co., A. Johnson, agt.

St. Thomas, N. D.—Michael Hennessy, retired elevator manager and farmer, died at his home here after a short illness from pneumonia. Born at Renfrew, Canada, in 1848, Mr. Hennessy went to Grand Forks in 1890, removing to St. Thomas five years later. After several years of farming, he took over the management of the Occident Elvtr., buying grain for 23 years and retiring in 1922. He is survived by a widow, six sons and one daughter.

Grand Forks, N. D.—O. L. Spencer, manager of the State Mill & Elevator, flays the excess of auditing done at the plant, in his report to members of the Senate Fact Finding Com'te, declaring "special audits" are not justified unless there is question of the honesty of the management. He pointed out that besides the accounting department at the mill the Industrial Commission has an auditor on duty at all times and the State Board of Auditors checks up the plant twice a year.

Cogswell, N. D.—F. C. Rector's elevator burned Dec. 26 during the night.

Parshall, N. D.—The Robideaux Grain Co. has just completed its 30,000-bu. elvtr., which is of fireproof construction. The McKenzie-Hague Construction Co. of Minneapolis did the work. This elevator replaces one of wood which burned last October.

Hebron, N. D.—The Hebron Farmers Union Elvtr. Co. is having its elevator, which was burned Nov. 21, replaced by a 60,000-bu., cribbed house with a 10-ton Fairbanks Scale and Winter Dump; with doorways operated from the scale beam alcove with compressed door openers; 2 legs fitted with double distributor, Winter Self-adjusting Ball Bearing Boot and Winter Worm Gear Drives; 12x6 Salem Buckets; a Strong-Scott, specially built man-lift for the spout and cupola floors; about 50 horse power, in individual, Fairbanks-Morse, ball bearing enclosed type motors; a big Four Cleaner, served by a special dust house, built as a separate unit, for the work floor; a 20x32 office building with full basement and heating plant; a Richardson 2,250 bu. Scale in the cupola; a Link Belt Car Puller in a building adjacent to the elevator; a maple-floored warehouse, 32x40, for sacked products, covered with galvanized iron. The T. E. Ibberson Co. has the contract.

## OHIO

Galion, O.—Galion Equity Exchange is installing a Sidney Man Lift.

North Fairfield, O.—D. B. Rang has bought the flour and feed mill at this place.

Sunbury, O.—Sidney elevating equipment is being installed by J. G. Burrell & Son.

Hicksville, O.—We have installed a new No. 3 Sidney Sheller.—The Hicksville Grain Co.

Pemberton, O.—An ear corn crusher furnished by the Sidney Grain Machinery Co. is being installed by J. W. Simmons.

Stryker, O.—We have installed a new horizontal feed mixer in our elvtr., furnished by Sidney Grain Machinery Co.—The Stryker Farmers Exchange Co.

Conover, O.—A 50 h. p. hammer mill and other equipment is being installed by the Conover Grain Co. The Sidney Grain Machinery Co. has the contract.

Grover Hill, O.—Paul Post has purchased the Grover Hill Milling Co. properties from Lewis Yearling. Mr. Post was formerly in the employ of Mr. Yearling.

Lyons, O.—A 50 h. p. Hocking Valley Hammer Mill, a Sidney Power Feeder and other machinery is being installed in the plant of the Lyons Grain & Coal Co.

Charleston, O.—The Charleston Mills is to be taken over by the local Farm Bureau. The plant has heretofore been operated by Slough Co., handling feed, grain and coal.

Haskins, O.—H. A. Browne, 47, well-known Ohio grain dealer, died at the Bowling Green sanitarium as a result of an auto accident on Dec. 7. His wife and four children survive.

Toledo, O.—Fred O. Paddock celebrated his 75th birthday on Dec. 16. He is the senior member of the Paddock-Hodge Co. and is the oldest living member of the Toledo Produce Exchange.

Bedford, O.—The Bedford Milling Co.'s business has been discontinued, and is being liquidated. B. F. Turner was the manager. He was connected with the flour and grain business for many years.

Malinta, O.—A magnetic separator, a Sidney Power Feeder and other machinery is being installed with the 50 h. p. Hammer Mill recently purchased, by the Malinta Elevator Co. The Sidney Grain Machinery Co. has the contract.

Toledo, O.—The following nominations have been made to pilot the Toledo Produce Exchange thru 1929: K. D. Keilholtz, pres.; Harold Anderson, 1st vice-pres.; Charles Patterson, 2nd vice-pres.; Bert Boardman, sec'y; Louis Schuster, treas.

Toledo, O.—The house of J. F. Zahm & Co. rounded out a half-century of service on Jan. 1. Tho Mr. Zahm has been dead 21 years, Fred Mayer, F. W. Jaeger, Joe Streicher and Bill Cummings have continued the business in a most admirable fashion, constantly leading the way to new heights.

Ridgeville Corners, O.—We have built an addition to our mill, the same to house a Rosco Oats Huller. Will also install a packer to pack oat hulls and a mixer for custom feed mixing. We intend to do custom and commercial oats hulling.—Fred Otte & Son.

Xenia, O.—We recently installed a new Sidney Corn Sheller, new conveyor belt thruout, put on lightning rods and painted our elvtr. The new machinery was installed by the Sidney Grain Machinery Co., Sidney, O.—The Xenia Farmers Ex. Co., O. W. Cole, mgr.

Shinrock, O.—We recently installed a new Gruendler 40-h.p. Hammer Mill, a Triumph Corn Sheller and a Dreadnaught Crusher, purchasing this equipment from the Gruendler Patent Crusher & Pulverizer Co.—Samuel Jeffery, The Shinrock Elvtr. & Supply Co.

Columbus, O.—Frank H. Tanner, sec'y and former pres. of the Ohio Millers State Ass'n, died Jan. 4 at the age of 70 years. He was vice-pres. and treas. of the Northwestern Elvtr. & Mill Co. at Toledo for 24 years. He leaves two sons, a daughter, three brothers and two sisters.

Cincinnati, O.—A. M. Braun was re-elected pres. of the Cincinnati Board of Trade at a meeting of the Board of Directors, late last month. Jan. 1 will begin his fourth term in this office. Other officers elected are Robert L. Early, 1st vice-pres.; Elmer H. Heile, 2nd vice-pres.; Frank J. Currus, sec'y, F. B. Edmonds, treas. D. J. Schuh, of course, continues as executive sec'y and manager.

Covington, O.—We have entirely rebuilt our corn elevator which is of iron clad construction, 10,000 bus. capacity, installed new corn sheller, and rebuilt machinery where it was necessary. This gives us an iron clad wheat house and flour storage on one side and iron clad corn house on the other side of brick mill, which houses 75-bbl. flour mill and corn meal machinery.—Sugar Grove Mills, O. L. Hoover, mgr.

Peterson's Crossing (Ada p. o.), O.—The plant of the Farmers Co-operative Grain & Supply Co., recently purchased by Swearingen & Gross, has been rehabilitated and is now in operation. Some new equipment was added to facilitate carload handling of grain. The new owners will do grinding, seed cleaning and a general farm supply business in addition to handling grain. Coal and feed are among the sidelines.

North Lewisburg, O.—I bot the elevator from Howard Townsend, taking full charge Nov. 1, 1928, and will be located here after March 1, 1929. I will operate it in connection with my elevator at Hagenbaugh which I have operated for 16 years. I was in business for 18 years at Cable but sold out to J. M. Mabry in 1921 and operated the elevator under lease in 1924, 25 and 26. It is now operated by Mr. Mabry.—O. M. Clark, Cable, O.

## OKLAHOMA

Driftwood, Okla.—The Oklahoma Wheat Growers Ass'n, according to A. C. Hoefler of this city, who is a director will endeavor to bring three more grain elevators to Alfalfa County, Okla.

Oklahoma City, Okla.—On Dec. 31 the moving of the grain offices from the Grain Exchange Building to the Cotton Exchange Building was completed. C. F. Prouty, sec'y of the Oklahoma Grain Dealers Ass'n is now in the Cotton Exchange Bldg.

Collinsville, Okla.—We expect to rebuild the hay barn which burned last November, as reported in previous numbers of the Journal in the spring. We are now installing new corn cracking and grading machinery for making steel-cut chop.—Holloway-Grover Grain Co.

Enid, Okla.—No plans have been completed for any further development of this company's properties here.—Samuel Clyde, General Mills, Inc., Minneapolis. (This company purchased 18 acres of land from the Frisco Railroad at Enid, as reported in a previous number of the Journal.)

Oklahoma City, Okla.—The interests of the Uhlmann Grain Co. and Adolph Kempner, Chicago cash and futures dealers, have been merged here. Concurrently the capital stock of the Uhlmann firm has been increased from \$600,000 to \$1,500,000. Mr. Kempner is now a member of the Uhlmann company.



Oklahoma City, Okla.—A new grain elvtr. having a minimum capacity of 1,000,000 bus. is one of the plans of the Oklahoma City Chamber of Commerce for 1929.

Enid, Okla.—Plans have been completed for the installation of machinery in the second unit of the Pillsbury Flour Mills Co.'s plant here. The first unit, put into operation recently, has a capacity of 2,000 barrels a day, and the second unit is a duplicate of the first mill.

## PACIFIC NORTHWEST

Coulee City, Wash.—The Martin Grain & Milling Co.'s plant was damaged by fire on Dec. 29.

Goldendale, Wash.—The 100-barrel flour mill formerly owned by D. A. Silver & Sons has been bought by the Goldendale Supply Co.

Davenport, Wash.—Upon request of J. L. Drumheller, plaintiff in an action to recover \$500 from the Big Bend Milling Co., W. W. Foley has been appointed receiver therefor, it is understood.

Portland, Ore.—Jack Lewis, a young grain broker with John H. Noyes of this city, was married on Dec. 25 to Miss Anne R. Pacher of Seattle. Mr. and Mrs. Lewis will make their home in Portland.

Chehalis, Wash.—A branch wholesale and retail store, 50x100 ft., has been opened by the Kenworthy Grain & Milling Co. here. Earl Francis, manager of the Centralia branch of the company, will have charge of the branch here.

Seattle, Wash.—Logan & Bryan, grain and stock brokers, have leased the equivalent of three storerooms in the Great Northern Building, now under construction. The firm will continue its main office in the Dexter Horton Building, with branches in the Chamber of Commerce Building and in the Olympic Hotel.

Corvallis, Ore.—Instruction in the grading of field crops and seed testing will be given in a "short-course" by the Oregon State College, Corvallis, Ore., from Jan. 14-26. The Federal seed laboratory is located at Corvallis, which will greatly facilitate instruction. The registration for this valuable knowledge is but five dollars.

Portland, Ore.—The Merchants Exchange rules com'te has ruled that "all corn, oats and barley purchased at eastern points must have milling-in-transit and diversion privileges to all north Pacific Coast common rate points." The following rule was also adopted: "On wheat purchased f.o.b. Portland, returns shall be made on the basis of published export rate."

Portland, Ore.—The option market organization com'te has secured 35 memberships. Application will be made to the Department of Agriculture for permit to operate as soon as the com'te appointed for that purpose has drawn up the rules and by-laws. Another com'te has been appointed to file articles of incorporation with the sec'y of state of Oregon.

Portland, Ore.—A new office has been opened here by H. J. Baranson & Co., brokers. The local manager is E. H. Miller. On Jan. 16 another office will be opened in Seattle, J. P. Farley acting as manager. H. J. Baranson & Co. have offices in New York, San Francisco, Los Angeles, Oakland and Hollywood, and hold memberships in the New York Stock Exchange, San Francisco Stock Exchange and the Chicago Board of Trade.

## PENNSYLVANIA

Mercersburg, Pa.—W. M. Proctor has accepted the management of the Mercersburg Grain & Supply Co.

Blain, Pa.—Gard M. Smith has bought the roller mills formerly owned by W. H. Book and takes possession of the business in March. Mr. Book has been in the milling business for a quarter of a century.

Philadelphia, Pa.—Applications have been made for new certificates of membership in the Philadelphia Commercial Exchange in the names of Gill & Fisher and William Howell, Jr., the original certificates having been lost.

Philadelphia, Pa.—Memberships in the Commercial Exchange have been applied for by J. Robert Eddington, of Fredericksburg, Md., and Dudley George Roe, Jr., of Sudlersville, Md., both of whom are grain shippers.

Pittsburgh, Pa.—William J. Mahood, one of the oldest members of the Grain & Hay Exchange, died of pneumonia on Dec. 23.

## SOUTH DAKOTA

Tabor, S. D.—The equipment of the old flour mill here has been sold to a Mennonite colony and the mill dismantled.

White Butte, S. D.—We've never rebuilt our elvtr. at this point which burned last spring.—Western Lumber & Grain Co., Bowman, N. D.

Rapid City, S. D.—Permit has been issued for construction of a two story, frame milling and warehouse building to cost about \$3,000. McMillon Co. will be the owner.

Estelline, S. D.—The Eagle Roller Mill Co. has just completed re-wiring its elevator here. This is a standard job throughout except for the open motors which were previously in use.—P. L. Brown, The Mill Mutuals.

Crandon, S. D.—The local plant of the Crandon Elevator Co. was destroyed by fire about 11:30 p. m., Jan. 1. It contained about 2,500 bus. of wheat. Loss was estimated at about \$10,000, partly covered by insurance.—P.J.P.

Dell Rapids, S. D.—The fire that burned W. G. Milne's elevator Dec. 19 was started when Mr. Milne was thawing out a frozen pipe. It was under control when a dust explosion spread it. About 3 carloads of grain were lost. It was partly insured.—A.T.

Irene, S. D.—The Riley-Arneson Co., whose elevator burned last November, has leased the local plant of the St. Anthony & Dakota Elevator Co. which has been idle for several years. Repairs and improvements have been made to this house, including installation of an electric motor, to put it in shape for operation.

Agar, S. D.—Carl Doerr, 57, who formerly operated elevators at Chester, Rutland, Nunda, Arlington and other towns in this section, died at Rochester, Minn., following a surgical operation. He had been ill for some time but had been running an elevator here to the time of his death. He is survived by his wife, three sons and three daughters.

Faulton, S. D.—Jacob Rueb and Dan Treft confessed to having stolen 2,000 bus. of wheat from granaries and disposing of it in 50-bu. lots to elevators at Eureka, Lebanon and Selby, and were sentenced to 16 months each in the state penitentiary. Edwin Rueb, convicted with them, was fined \$50 and sentenced to 10 days in jail. Charges were larceny.

## TENNESSEE

Memphis, Tenn.—The Superior Feed Mills has applied for membership in the Memphis Merchants Exchange. R. T. Kavanaugh will be the floor representative.

Lewisburg, Tenn.—The Lewisburg Milling Co. lost its grain elevator by fire on the night of Jan. 2. The loss was estimated at \$40,000. The firm was saved only by great effort of the firemen.

Nashville, Tenn.—At last reports the body of Carroll Quinn, of the grain firm of Kane & Quinn, had not been recovered from the Cumberland River, where it is believed he met his death when his car went over the bank.

Memphis, Tenn.—The Merchants Exchange will hold its annual election of officers on Jan. 12. T. B. Jones, one of the oldest members of the grain and feed trade, and C. P. Reid have no opposition for the offices of president and vice-president, respectively.

Memphis, Tenn.—Leading Memphis business men believe that their five-year fight to make this city one of the leading grain centers of the United States will bear fruit within a few weeks, and actual construction of a 1,500,000-bu. elevator will be started within six months. Several building sites are now under consideration.

## TEXAS

Iredell, Tex.—Fire damaged the concrete tanks of the Farmers Elevator Co. on Dec. 29.

Dimmitt, Tex.—A Winter Head Drive has been installed in the elevator erected here by C. O. Byrnes and H. L. Kearns.

Wichita Falls, Tex.—T. P. Duncan, manager of the Wichita Mill & Elevator Co., one of the units of Frank Kell that has been absorbed by General Mills, Inc., has retired from activities in the milling field.

Beaumont, Tex.—The Southern Grain Co. is now under the active management of W. A. Behannon, who comes here from Lufkin. The company is owned by R. J. and W. A. Behannon, who have a grain and wholesale grocery in Lufkin.

Fort Worth, Tex.—Construction of 500,000 bus. additional storage capacity is already under way. Jones-Hettelsater Construction Co. has the contract. This will bring our total capacity to 1,750,000 bus.—W. L. Newsom, sec'y-treas. Kimbell Milling Co., Inc.

Lubbock, Tex.—The firm of Singley Bros. Mill & Elvtr. has closed its office at Wellington and now maintains an office here under the name of Singley Bros. The plant at Wellington was sold to J. H. Pettit & Son last fall as reported in a previous number of the Journal.

Austin, Tex.—Joseph Freeman and D. D. Baker, capitalists of San Antonio and Seguin, Tex., have purchased the Quality Flour Mills at the reported price of \$125,000. The capacity of the mill is 400 barrels, and a storage capacity of 150,000 bus. was added during the past year. The new owners contemplate increasing the manufacturing facilities of the plant.

Fort Worth, Tex.—A conference of the State Weight and Measure Inspectors held last month was called to seek sufficient appropriations from the State Legislature to insure prompt and adequate inspection of scales. Such an appropriation was made by the last legislature, but was vetoed by the Governor because it was so small that it could not be efficient. The Board of Control has granted recommendations for sufficient funds but passage by the legislature remains to be effected. Every Texas grain dealer should make it a point to get in touch with his senator and representative and urge passage.—H. B. Dorsey, sec'y Texas Grain Dealers Ass'n.

Amarillo, Tex.—The new elevator being built here for the Central Grain & Elevator Co. is rapidly nearing completion and will be in operation late this month. It is a 250,000 bu. studded and iron-clad elevator, fitted with two 2,500-bu. legs, a 2,500 bu. Eureka Cleaner, and a 1,500-bu. clipper. A Hess Outside Drier is being installed. Two double shovel power shovels will increase ability to handle grain rapidly. When completed the elevator will have capacity for 20 cars per day in or out. The elevator is being built in two complete units except for the cleaning machinery. All machinery has been bought thru the White Star Co.—Central Grain & Elvtr. Co. The last number of the Journal incorrectly gave the names of the incorporators of this company. The incorporators and owners are as follows: Lester Stone, pres.; S. A. Jones, vice-pres.; C. C. Ridings, sec'y, and D. I. Barnett, treas.

## UTAH

Ogden, Utah.—Rumor has it that a 500-bbl. mill may be erected by W. W. Percival in the spring. Mr. Percival purchased a lot of reclaimed machinery from the government when the American Falls dam was built and in this was equipment from the Northern Flour Mills, whose buildings were submerged when the dam was built.

## WISCONSIN

South Spencer (Spencer p. o.), Wis.—A new grain elevator is being built here for O. W. Trindal.

Rusk, Wis.—The elevator at this place formerly operated by the A. H. Aldrege Elvtr. Co., is now being used by the Rusk Corp. Merc. Co. as a storehouse. There is no elevator here now.

Berlin, Wis.—C. S. Morris Co., Inc., has been incorporated here with capital stock of \$60,000 to deal in grain, feed, etc. The incorporators are C. S. Morris, Elmer E. Fuller and Lucy E. Morris.

Amery, Wis.—The Northern Supply Co. suffered loss to its grain elevator and office by fire recently, estimated at \$4,000, partly covered by insurance. The fire is said to have been started by an overheated stove in the office.

## MILWAUKEE LETTER

J. M. Riebs, Jr., has been made chairman of the Building Com'te, H. M. Stratton begging to be relieved from the appointment. The latter continues on the com'te.



Dr. Henry Plumb, father of Harry A. Plumb, sec'y of the Chamber of Commerce, died recently in Florida.

The Finance Com'te of the Chamber of Commerce has set the rate of interest for January, 1929, at 6 per cent.

The directors of the Chamber of Commerce have adopted a group insurance plan for employees of the organization.

The buying of 25 shares of a local stock for a broker by Frank Phelan, grain operator, on Dec. 15, was the first transaction in stock on the Chamber of Commerce in 25 years.

At the close of the day's market on Dec. 31, the annual New Year's frolic was enjoyed by the Chamber of Commerce. The program included a number of musical numbers and the affair was an especially enjoyable one.

The plan for the opening of a securities market early in 1929 is the cause of the soaring of memberships in the Chamber of Commerce. A recent bid was \$800, but no sale was reported. Five new members have been elected by the board of directors: Harry F. Franke, E. J. De Buhr, J. Victor Loewl, who is to found an investment corporation, Carl Mechel and Richard H. Teweles.

Members of the Chamber of Commerce are looking forward to the coming year with the confident expectation that it will witness the opening of a securities exchange. A committee of leading members has been named for the purpose of taking the initial steps necessary to the establishment of a broad competitive market for stocks and bonds, and sufficient interest in the undertaking is being displayed to justify the belief that it will be successful.

## Grain Trade Fumigant to Rout Pineapple Pests.

Chlorpicrin, an effective fumigant used by the grain trade in the extermination of all animal, vegetable and mineral life, fungus, etc., is to be used in Hawaii with the aid of army officers to assist the Hawaiian Pineapple Growers Ass'n in an effort to check the invasion of nematodes in the pineapple fields of the Territory. The nematode is a parasite which flourishes on the roots of the pineapple plants and which also attacks stools of sugar cane, causing considerable loss and cutting the second crop from 50 to 90 per cent.

## Accounting of Pool Fund Demanded.

John Babitzke, of Kuest, Sask., Can., has entered an action in the Court of the Kings Bench, alleging the Saskatchewan Cooperative Wheat Producers, Ltd., and the Saskatchewan Pool Elevators, Ltd., have diverted profits accruing from the pool elevators for their own use or for the benefit of others than the stockholders and have thereby damaged the beneficial owners. The reference is to the two cents per bu. taken on all contracted grain for the purpose of creating a fund for buying or building elevators. Arthur Bennett, of Maple Creek, Sask., has been retained as solicitor for the plaintiff, who hopes, by this action, to obtain an accounting of all monies and payments alleged to be diverted, and damages for alleged breach of trust.

By the system now used in connection with the elevator fund a farmer who has delivered an average of 10,000 bus. per year to the pool for five years would have \$1,000 set aside for use in buying or building such facilities as the pool saw fit. The farmer would have an interest in the fund, but if he failed to renew his contract upon its expiration he would receive no benefit.

At present profits are divided among persons who have delivered grain to the pool elevators. Frequently, however, there is no pool elevator near a contract holder and in such a case the contract holder cannot participate in the profits.

A bill will be presented to the Provincial Legislature to prevent contract holders from demanding an accounting of funds and for this reason the case is attracting wide interest.

## Cash Sales of Sidelines Easily Accomplished.

Grain dealers throughout the country have long been singing the old ballad about wanting to get on a cash basis for sideline sales, but there are still a few sections where credit is horribly abused and the grain dealer suffers the brunt of the mal-practice.

ACTION is what is necessary, particularly after the prolonged years of discussions. More "DO IT NOW" is needed.

Three essentials are all it takes to embark on a strictly and rigidly enforced "cash" plan of merchandising, viz., moral courage, educating buyers to financial advantage, ample capital to carry full line of stocks.

Grain dealers extending credit are fast committing suicide, losing money and trade as well.

Business increases on a cash basis and the buying public who are made to appreciate the value of the savings available thru advertising and other mediums will be the biggest assets of the business, all of which contributes to a more contented frame of mind, safer methods and surer profits.

## The Business Woman's Laundry Problem.

Honest-to-goodness dirt farmers are aware of the interest the Washington bureaucrats exhibit in the cleaning out of the stall occupied by the female cow, but many of the horny-handed tillers of the soil do not know that some of the \$142,598,047.00 appropriated for the expenses of the U. S. Depart. of Agri. for the coming fiscal year is to be expended for the wives and daughters of city "fellers."

One example how the Agricultural Department is wandering from its proper functions is reflected in its press release of Dec. 16, cl'p sheet No. 546, the U. S. Dept. of "Farmiculture" under its heading "The Business Woman's Laundry Problem," says:

A questionnaire on the kind of laundry service used was sent out by the Bureau of Home Economics of the United States Department of Agriculture, and nearly a thousand replies were returned. Among these 168 were from self-supporting women, some living with their own families, others boarding or maintaining apartments.

The majority of independent women wash their hosiery and their silk and rayon garments. Whether these women are deliberately choosing types of garments that they can wash easily and wear without ironing or whether they do not care to trust silk and rayon to the laundress or the power laundry, this study does not attempt to establish.

This information will be of real help to all farm workers. These sap suckers will next be counting the buttons on our drawers.

Mechanical Safety Appliances would have prevented 28 of the 54 fatal accidents and 23 of the 31 serious (but not fatal) accidents in Oklahoma during 1927-28, according to W. A. Murphy, state labor commissioner, whose department has inspected 42 grain elevators, 12 grist and feed mills and 62 flour mills.

## Injunction Sought Against Bates Valve Bag Co.

Suit against the Bates Valve Bag Co., a Delaware corporation, bag closing equipment patentees and manufacturers, Chicago, seeking an injunction to prevent the firm from continuing practices alleged to be in restraint of trade, was filed by the federal government in the District Court at Wilmington, Del., according to an announcement by the Department of Justice. Action is being taken under provisions allowed in the Clayton Anti-Trust Act.

The defendant company has attempted to restrict the use of its products and has likewise sought to prevent many companies from engaging in the same trade in competition with it.

Companies leasing machines from the Bates firm are required to buy the valve bags only from it and companies named by it, thus restraining interstate trade and commerce in addition to the above charges.

The government asks that the machine leases be declared void so far as they restrict the users thereof as to the source of their purchases of valve bags, and that the Bates company be enjoined from attempting to enforce the restrictions by withdrawing machines from the use of companies not observing provisions of lease given.

## Soft Winter Wheat Conference Plans Progressing.

A meeting of the Soft Wheat Crop Improvement Conference is slated for Feb. 20, at St. Louis. Plans are well under way to assure a satisfactory and representative turnout.

Jerome V. Topping will resign as sec'y of the Southwestern Millers' League, on Mar. 1. E. H. Hogueland, newly elected pres., will take over the duties of the vacated office. Mr. Topping became sec'y upon the demise of his father last year.

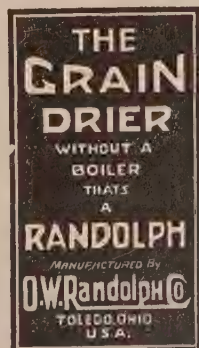
A Safety Campaign was begun by a large number of Buffalo firms on Jan. 7. Spencer Kellogg & Sons, Archer-Daniels-Midland Co., Washburn Crosby Co., International Milling Co., Hecker-H-O Co., Hecker-Jones-Jewell Milling Co., are among the leaders in this commendable project.

## Corn Millers Eliminate Speculative Hazards.

The American Corn Millers' Federation has, within the past year, eliminated costly worry from its channels of business conduct.

Sales of meal are now rigidly restricted to 60 days, which removes a speculative hazard, to the decided advantage of both buyers and sellers.

Voluntary restraint to the extent of refraining from selling below production costs in violation of good ethical practice is also being adhered to by many.



Elgin Flour & Feed Co., Elgin, Ill.

This plant is equipped with a Randolph Direct Heat Grain Drier



## Patents Granted

**1,605,075. Roller for Conveyors.** Earl W. Zimmerman, Syracuse, N. Y. A conveyor comprising a series of rollers, each roller having an eccentric weight on one side of its axis.

**1,197,706. Bag Packing and Sewing Machine.** J. R. Bartlett, Kansas City, Margaret M. Bartlett, admx., assignor to Margaret M. Bartlett, Kansas City, Mo. The machine includes a string holder, a convolute needle comprising means for gripping a string, and means operating the needle in one direction to penetrate the bag and in reverse direction to draw the string thru the bag in a convolute path.

**1,696,952. Bag Filling Machine.** Louis H. Hartman, Toledo, O. The machine comprises a spout forming an outlet for the material dispensed by the machine, a shutter for opening and closing the outlet of the machine, means for operating the shutter, a member for controlling the means and operable by a movement in the direction of the movement of the bag along the spout as the bag is placed in position to receive the material from the outlet.

**1,694,666. Separator.** Fred Forrest Pease, East Braintree, Mass. An apparatus for the separation of suspended matter from gas comprising a duct or chamber for the passage of gas therethru, a plurality of screen surfaces disposed within the duct, means for supporting the screen surfaces at different inclinations with respect to the direction of flow of the gas, and means for moving the screen surfaces transversely of the direction of flow of the gas.

**1,694,442. Seed Dusting Apparatus.** Benjamin F. Gustafson, Redfield, S. D. The apparatus comprises a hopper, a mixing chamber vertically below the hopper and in communication therewith and provided with a lateral inlet opening thru which to receive seed to be treated, a screen between the hopper and the inlet opening, a stirrer co-operating with the screen, and a deflecting chute below the screen and in front of and extending over said inlet opening to direct the chemical from the screen onto the seed flowing thru the opening below the chute.

**1,697,743. Separator.** Geo. C. Webster, Halifax, N. S. A dust collector for separating finely divided entrained particles from an air current and comprising an outer casing having end plates provided with openings, an inner casing of tubular form set in the outer casing and spaced therefrom and having its open ends registering with the openings in the end plates, an inlet for dust laden air opening into the space between said casings, filtering tubes carried by the inner casing and opening thru the top and bottom walls thereof and communicating with the space between the inner and outer casing, the filtering tubes permitting the escape of air but preventing the escape of dust, an imperforate shield located over the upper end of inner casing and adapted to return the dust passing thru the upper ends of the tubes back thru the tubes into the outer casing, and means for conducting the collected dust from the outer casing.

**1,696,854. Corn Ventilating and Drying Device.** Otto R. Ludwig, Garvin, Minn. A ventilator for grain storage houses, comprising a plurality of pipe members which are gradually widened from one to their other ends and the reduced end of each of the pipe members designed to be received in the widened end of the adjacent pipe members, one of the pipe members having outstanding ears thereon for the reception of elements for securing this member to the top of the house, oppositely arranged flexible elements connected to the widened ends of the pipe members, and a rod on the outer edge of the lower pipe member to which the lower flexible elements are secured, all of the flexible elements being of the same length, whereby when extended the elements will sustain the reduced ends of the pipes in the widened ends of the adjacent pipes, a sheave wheel fixedly supported on the top of the building, a cable trained therethru and having one end surrounding and fixed to the rod and a counterbalancing weight on the second end of the cable whereby a pull on the cable will telescope the pipe members.

**1,696,072. Brake for Conveyors.** Howard Armstrong, Humberstone, Ont. The device is a combination with a chute having an endless conveyor therein and a fly wheel for the conveyor; of a brake for the conveyor comprising a shaft rotated by the movement of the conveyor, a weighted expansible governor on the shaft, a cable associated therewith, a pivoted brake shoe opposite the fly wheel connected with the cable and influenced into frictional engagement with the fly wheel when the cable is drawn taut by the expansion of the governor.

**1,696,048. Machine for Pickling Grain.** Francis H. McCormick and Jas. P. Dwyer, Perth, Western Australia. An apparatus for pickling grain, comprising a casing having an inlet opening for grain adjacent its lower portion and having an inlet opening for pickling agent at its upper portion, a hollow hub extending lengthwise of casing and rotatable in the latter, said hub having an opening in its periphery and having one end open and its other end closed, a chamber surrounding hub and rotating therewith, the chamber having an opening in its wall adapted, during the rotation of chamber to successively register with the grain and pickling agent inlets of the casing.

**1,697,750. Grinding Mill.** Siliam Bjerre, Skive, Denmark. A grinding mill, comprising a pair of coacting grinding members; a hollow rotary shaft to which one member is secured; a normally stationary shaft extending thru the hollow shaft and carrying the other grinding member; a movable element to deliver the material to be ground to the grinding members; means connected to the rotary shaft for imparting an oscillating motion to the movable element; and means to connect the second-named grinding member resiliently to the stationary part of the mill, so that when the friction between the grinding members exceed a certain limit, the second-named grinding member will be rotated thru an angle against the action of the resilient connecting means, whereby movable element will be displaced relatively to the oscillating means and the supply of material to the grinding members will be reduced until the overload disappears.

### Quarantine in California to Prevent Boll Weevil.

A bulletin has been sent out by M. D. Thiebaud, sec'y of the Los Angeles Grain Exchange, warning shippers against interstate shipment of carloads of grain or other commodities destined to California from Central States territory when there is any possibility of such shipments acting as carriers for the Mexican Cotton Boll Weevil or the Pink Bollworm. California has so far avoided infection with these pests and now has stringent quarantine laws in force to prevent such infection. A part of the warning states:

Upon arrival of any commodity shipped from the states of Alabama, Arizona, Arkansas, Colorado, Florida, Georgia, Kentucky, Kansas, Louisiana, Mississippi, Missouri, Nebraska, New Mexico, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, or any other state in which the Mexican boll weevil, or varieties thereof, or the pink bollworm, may become established and found to contain cottonseed, is subject to be confiscated, destroyed or ordered shipped out of the State of California by the Department of Horticulture.

We are therefore warning all shippers of grain of this condition and advising that all purchases from eastern shippers shall have on

confirmation, "Guaranteed to pass California State Horticulture Inspection."

### California Hessian Fly Investigation Concluded.

Wheat and barley are attacked at some seasons in sections of California, according to C. M. Packard in Technical Bulletin 81-T.

Crop rotation, early plantings, and the stimulation of rapid vigorous growth are recommended as the remedy, founded on an extensive study into the problem.

Advocating early plantings is the reverse of recommendations for the winter wheat belt, however the flies do not emerge until late winter and early spring in California and the principle injury takes place in March, April and May.

Resistant varieties, artificial control by burning and burying stubble, summer cultivation, and the control of the pest exercised by weather conditions, are other detailed discussions contained in the bulletin.

### Charles V. Fisher Passes On.

The grain trade of the Southwest was shocked by the news of the sudden death of Charles V. Fisher, 57, who had been a member of the Kansas City Board of Trade for over 20 years, and counted his friends by the legion. He was ill only a week. An attack of influenza progressed into double pneumonia and was followed by death on Jan. 3.

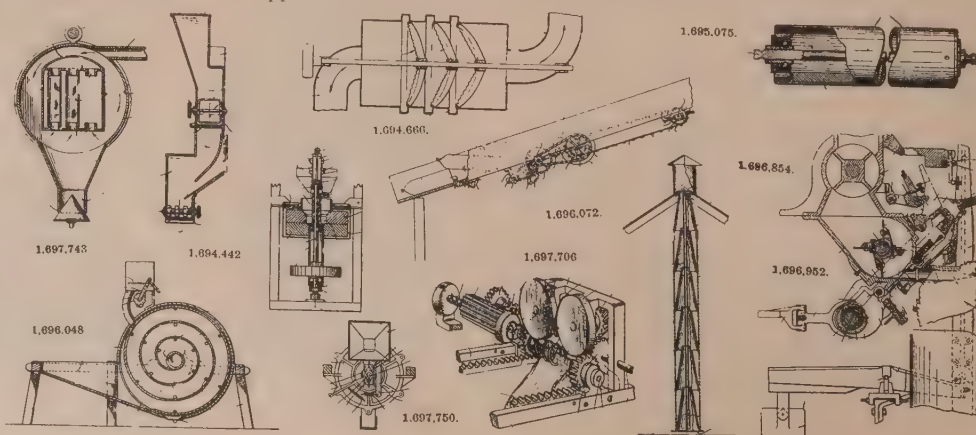
Mr. Fisher went to Kansas City from St. Louis in 1909, and became a member of the Kansas City Board of Trade when he organized the C. V. Fisher Grain Co. Later he was for several years connected with W. H. Marshall Commission Co. and for the seven months preceding his death was in charge of the milling wheat department of the Moore-Seaver Grain Co.

His passing prompted the following resolution on the part of the members of the Kansas City Board of Trade. It speaks eloquently of the place "Charley Fisher" held in the hearts of his friends.

We are again reminded of the brevity of life by the passing from our midst of our long time friend and associate Charles Vincent Fisher, and in sorrow we pause to recall the pleasant associations of more than a score of years. One of the most widely known members of the grain trade of Kansas City, well and familiarly known not only in Kansas City but throughout the Great Southwest, "Charley Fisher" was loved and respected wherever known, and his loss is a great shock to all. Animated always by a great interest in his fellow men and warm hearted to an unusual degree his friends were legion, his companionship desired, and his loss the more keenly felt. In his business dealings he was above reproach, his honor unstained, his energy boundless.

In the unusually close associations of the Kansas City grain market character is quickly revealed, and twenty years of such association have only served to bring into clear relief the sterling qualities of Charles Fisher. The strong attachments of years and character are now broken, and the shock is profound. Those who knew him best grieve the most.

To his family we extend our deepest sympathy, but in their hour of grief we urge them to enshrine in their hearts the recollection of high qualities of mind, of heart, and of character. Fortunate are they who possess such memories.





## Supply Trade

MILWAUKEE, WIS.—Bulletin 1240, just issued by Allis-Chalmers Mfg. Co., entitled Bolting Machines, is now ready for distribution and will be sent Journal readers who write requesting it.

LOCKPORT, N. Y.—The Richmond Mfg. Co. announces the perfection of a new type wheat washer. The new machine, the Niagara Wheat Washer, is fully inclosed, self-contained, and washes itself thoroughly while in operation. It is stated the features of the washer are, small floor space required, its smooth running with low power cost, the ready accessibility of its parts, and the convenience of operation. The manufacturers state that there is no breakage or abrasion of the wheat berry during the washing process. The amount of moisture required depends upon the class of wheat being washed, and varies from 1 to 2 per cent.

ADVERTISING is the backbone of America's prosperity. Every successful business can base its results on advertising. People who are half successes could treble their earnings if they would only advertise properly. Answer me this, How is anybody going to know what you see or what you do unless you tell them? Thousands in America will never know what it means to advertise until they try it. A man gropes in the dark and smothers his own heroic effort when he fails to advertise. You, yourself, are an advertisement. I've seen hundreds of business failures turned into thundering successes when a believer in advertising took the help of that sliding concern. Keep on bucking stone walls or you'll ruin yourself. Advertising is cheap, easy and profitable.—Chas. E. Carpenter.

## GRAIN DRIERS

for

COARSE GRAINS,  
SEED CORN,  
BEANS,  
PEAS, ETC.

## ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

## ELLIS DRIER WORKS

Division G. L. M. Corp.

1223 S. Talman Ave., Chicago  
210 N. 13th St., Philadelphia, Pa.

WASHINGTON, D. C.—The Shipstead anti-injunction bill is opposed by the Chamber of Commerce of the United States, as exempting employees and their ass'ns from the laws of the United States. The bill is objectionable as depriving builders and contractors of protection against unlawful interference with construction.

MILWAUKEE, WIS.—The Magnetic Mfg. Co., manufacturer of the High Duty Magnetic Separators, magnetic clutches and special magnetic equipment, announces that effective with Jan. 1, 1929, its products will bear the trade name "Stearns" in addition to the former trade name "High Duty." This action was prompted by the need for a more specific identification of its products as compared to the general term "High Duty" used in the past. The new designation is derived from the names of company officers, R. H. Stearns, Pres. and Treas., and R. N. Stearns, Sec. No change will be made in the company title.

MEREDOSIA, ILL.—Quick work installing larger scales was made at the Meredosia Farmers Grain Co. who found their wagon scales inadequate to handle the large crop of corn raised on the Illinois river bottoms a large percent of which was delivered to the elevator by trucks and directors found it necessary to install a larger scale at once. The manager, Lawrence E. Roegge notified their customers that their plant would close down for scale repairs at noon Saturday, Dec. 22, as their firm were also the only coal dealers and owned the only wagon scale in town. By noon Saturday Fairbanks-Morse & Co. had a new truck scale and their scale service truck operated by Geo. J. Betzelberger of Delavan on the job. The old scale was taken out and a new foundation installed, using quick setting cement and means to prevent freezing. The new scale was installed and tested and plant again in operation by noon Monday, Dec. 24.

## Calendars and Christmas Remembrances Received.

THE EAGLE ROLLER MILL CO., New Ulm, Minn., is favoring its correspondents with a large wall calendar embellished with a life-size reproduction in colors of the beautiful painting of "Cinderella" by Zula Kenyon.

HENRY W. BROWN & CO., Cincinnati, O., sent out an attractive Christmas remembrance in the form of two of their well-known pencils, bound in an appropriate red and green, poinsettia, marked, folder, and a "Merry Christmas" wish. Thank you Ralph.

SUPERIOR SCALE CO. (Sowa Bros.), Delevan, Ill., sent out an attractive blue and white colored calendar this year, each calendar month, in addition to bearing the quarters of the moon, gives the days of the coming and previous months, with a summary for the year at the end. The head of the calendar reads: "Some folks pay their bills when due, others—when overdue; some—never do. How do you do folks, how do you do?" The firm's capacity for attending to scale repairs is advertised below.

HENRY SIMON, LTD., Manchester, England, has sent its greetings of the season and its best wishes for the New Year with its annual day by day calendar for the wall or desk. A page is used for each date and bears the month, day of the week, day of the month and "1929" in bold black face type that can be read at considerable distance. Following the firm's established custom each page bears across the bottom, some clever witticism, some beloved truism, or some noted axiom, with the name of the author.

WHITE STAR CO., Wichita, Kan., mailed the trade an unusual brown and white colored calendar, each month bearing a different picture above the calendar. A general weather forecast for each month is given at the foot of each sheet. The back page of each sheet is utilized in setting forth something generally useful, including a family budget for each month, suggestions on diet, a variety of menus, household remedies and hints, a summary of philosophy on a few of nature's puzzles, horoscopes, dictionary of dreams, tables of interesting facts, cooking weights and measures, 40 points of expense to consider when you build, first aid to electric troubles, methods of making curtains, etc. The business of the firm, that of industrial equipment, supplies, etc., is cited below the calendar months.

COLUMBIAN ROPE CO., Auburn, N. Y., sent out another attractive reproduction of an artistic two-masted schooner painting by Charles Robert Patterson, entitled "Picked Up at Dawn." The colors and setting seem to arouse that latent lure of the sea. The past and coming months calendars appear each month, with

CHICAGO GRAIN & SALVAGE CO., Chicago, is sending its friends and patrons a handsome, well-bound and keratol covered desk pad for 1929. This pad has indexed spaces for permanent telephone numbers handily bound in at the top. Calendar sheets contain the dates for one week, from Monday to Sunday, inclusive, and space opposite each date is provided for memorandum. The space for the date also shows the number of the day in the year. Each of the calendar pages is followed by two blank sheets for miscellaneous memoranda. Additional space and date headings is provided above the perforations for permanent memoranda. A fly leaf in the back shows year calendars for 1928, 1929, and 1930.

L. E. Moses, outstanding miller and staunch association worker, pres. of the Southwestern Millers' League, passed away suddenly in December. E. L. Hogueland, commerce council, was appointed president by the executive com'te.

## Stage Set for World Agricultural Census.

Final plans have been drawn for the world agricultural census to be taken in 1930 by the International Institute of Agriculture at Rome, and the scope of the census enlarged to include forest areas, according to Leon M. Estabrook, formerly of the United States Department of Agriculture, director of the census for the Institute, now in the United States en route to South America where he will finish his survey of world agriculture preliminary to making the census.

At the last General Assembly of the Institute it was provided that the agricultural census refer to the areas and crops harvested in 1929 in the Northern Hemisphere, and to the period from July 1, 1929, to June 30, 1930, in the Southern Hemisphere; that no date should be fixed for taking the livestock census, the various governments being left free to take the livestock census at the time of year most convenient to them; and that the scope of the census be broadened to include forests. The census is expected to cover more than 99 per cent of world's agriculture.

## Books Received

GRAIN MARKETING GUIDE is designed to aid the man in the country who has carload grain to ship or who buys and sells for future delivery, in Canada. Explanations are made of selling instructions, brokerage, commission, margins, quotations, hours of trading, all the grain grades, tariff of charges in licensed country elevators, dockage, charges at Fort William and Port Arthur, their dockage, cleaning costs and all allowances, railway rules for grain shipments, maximum carload weights, and high and low future and cash prices each month since August, 1926. Paper, 3½x6¼ ins., 56 pages, the Dawson Richardson Publications, Winnipeg, Man. Price, 25 cents.

THE SIOUX CITY SPIRIT OF PROGRESS, the bi-monthly Chamber of Commerce Magazine, covers the Grain Exchange fully in its December number. The front cover of the attractive 24-page booklet shows the 10,000,000-bushel elevator facilities of the market, followed by descriptive articles on the market, its future—a forecast, the inspection and testing departments, its feed and flour manufacturing business, entrance of the railroad-owned elevator factor into the market, honors and accomplishments of members in local and national organization work, list of com'tes, engravings of officers, etc. It is most interesting and equally valuable for one's files. Sec'y Freeman Bradford will gladly mail Journal readers a complimentary copy upon request.



## Grain Carriers

THE BOX CAR SURPLUS increased from 115,927 for the week ending Dec. 8 to 121,749 for Dec. 15.

THE NORTHWEST SHIPPERS Regional Advisory Board will meet in Minneapolis, Minn., on Jan. 29.

DIRECT COASTWISE SERVICE between Baltimore, Md., and Corpus Christi, Tex., was established at the turn of the year.

BUFFALO, N. Y.—A storage fleet with 27,163,915 bus. aboard swells the grain receipts at this port for 1928 season to 280,766,915 bushels.

"SEATRAN," a ferry for carrying 95 laden cars from New Orleans to Havana, the only craft of its capacity, is now in service. The trip is made in 52 hours.

NEW RAILROAD RECORDS established in 1928 include: Gross trainload; net trainload; gross ton-miles per train-hour; car-miles per car-day; cars per train; pounds of coal per 1,000 gross ton-miles.

CUMULATIVE LOADINGS for the first 51 weeks of the past 5 years show 1928 still clinging to second place, to wit: 2,474,071 for 1928; 2,342,718 for '27; 2,328,148 for '26; 2,272,380 for '25, and 2,537,215 for '24.

THE DEEPENING of the Delaware River between Philadelphia and Bristol, Pa., was urgently requested in testimony presented at a recent hearing before the federal district engineer. A 35-foot channel is desired.

DIVERSION AND RECONSIGNMENT RULES proposed by all Texas carriers was the subject of hearing before the state railroad commission on Jan. 8. The carriers sought to limit several privileges and narrow the rules.

CARS loaded with grain and grain products were 43,085 for the week ending Dec. 22; 51,722 for Dec. 15; 56,719 for Dec. 8; and 53,570 for Dec. 1. Compared with the same week in 1927, loadings for the week of Dec. 22 were a decrease of 1,928, but an increase of 4,731 over 1926.

PATERSON STEAMSHIPS, Ltd., have ordered five more lake boats for a total of 31. The Sarnia Steamships, Ltd., get four, the Toronto Elevator Co. has ordered one, and Chicago interests received three out of the 18 ordered of British shipbuilders, all of which will ply between lake and river grain ports.

A NEW TYPE LOCOMOTIVE, built along high pressure steam designs, is being introduced by the International Harvester Co. for the use of railroads. This new model operates at one-fourth the cost of the ordinary locomotives. The new engine, which appears somewhat like a baggage car, has the engines concealed underneath.

OREGON INTRASTATE grain rates reductions, placed at 15 per cent by the Oregon Public Service Commission are attacked in a brief filed before the I. C. C. by the Union Pacific, asking restoration of previous rates as a part of its findings in the present grain rate structure investigation. The state body is seeking a 50 per cent reduction.

DREDGING THE MISSISSIPPI between Grafton, Ill., and St. Louis, Mo., at an estimated cost of \$1,500,000; improvement of the Kanawha river, W. Va., at an estimated expenditure of \$3,603,000; of the Columbia and Willamette river in Washington and Oregon at \$1,366,000; of the Savannah river below Augusta, Ga., at \$1,305,000, San Francisco (Calif.) harbor at \$1,284,000, and Brazos Island (Tex.) harbor at \$1,000,000, are projects of interest to the grain trade now up in a bill pending in Congress.

NEW TRACK will be built by the Rock Island to the extent of 146 miles, in the biggest improvement program ever undertaken by the road. Total expenditures will approximate \$25,000,000. New trackage will be divided as follows: 86 miles from Trenton to Birmingham, Mo., to provide a shorter line to Kansas City; and 61 miles from Gruver, Tex., to Liberal, Kan., to complete the new line from Amarillo to Liberal.

THE NEW CHAIRMAN of the Interstate Commerce Commission is E. I. Lewis, elected to serve during 1929. He succeeds J. B. Campbell in the post, under the regular arrangement for rotation among the 9 members. Commissioner Lewis was chairman of the Indiana Public Service Commission when he was appointed to the I. C. C. by President Woodrow Wilson. Three nominations to the I. C. C. were confirmed by the Senate. They were those of Patrick J. Farrell, of the District of Columbia; Clyde B. Aitchison, of Oregon, and Claude R. Porter, of Iowa. Mr. Farrell's appointment is for the term expiring Dec. 21, 1934, while those of Messrs. Aitchison and Potter expire Dec. 31, 1935.

SOO CANAL TRAFFIC totaled 12,000,000 tons of wheat during 1928, compared with some 53,321,552 tons of iron ore, the dominating item of transportation on the lakes. Fortunately for the grain trade, there is not a serious conflict between wheat movements and iron ore movements, the latter falling off in November, when the grain shipments increase. Altho the locks were opened almost three weeks later than in 1927 and closed two days earlier, an increase of 76,020,730 bushels of wheat and 12,057,806 bushels of other grains, was shown in tonnage handled. An increase of 332,564 tons of wheat passed through the Welland Canal. Increased wheat tonnage on the St. Lawrence canals in 1928 exceeded that of 1927 by 253,000 tons of wheat, and 174,559 tons of oats.

### Budget for Inland Waterways Recommended.

General Herbert M. Lord, director of the budget, is reported to have estimated the appropriation for the barge line at \$10,000,000, and forwarded this recommendation for President Coolidge's signature.

This amount is "in full," as allowed under the Denison Act, and is to be divided between the lines now in operation and those to be established on the Illinois and lower Mississippi rivers.

### Pacific Northwest Navigation Conference Scheduled.

A meeting of the Eastern Oregon Wheat Conference is to be held in Arlington, Ore., the middle of February, other interests and organizations being represented, for a detailed discussion on the proposed opening for barge line operation of the Snake and Upper Columbia Rivers.

Portland interests have endorsed the project, which they believe will not infringe on their 10 per cent differential now enjoyed over Puget Sound ports.

### Milwaukee R. R. Loses Rate Advance.

Grain rates from North Dakota points on the Chicago, Milwaukee, St. Paul & Pacific R. R. to Duluth and the twin cities will not be advanced as proposed, according to a decision of the Interstate Commerce Commission on Jan. 2. This case has been pending for many months.

The road proposed to increase the wheat rate from Jamestown, N. D., to Duluth from 20 to 24 cents, and the present rate to Minneapolis of 20 cents to 21 cents cwt., etc. Present schedules will remain in effect until Aug. 1, and during the interim hearings will be held.

### Transit Points Entitled to Thru Rates?

The Arcady Farms Milling Co., at Chicago, a few years ago used a forbidden rate of 22 cents to Buffalo on feed by-products, compared with the 30-cent rate everybody was paying, on grain products. After saving up this billing for some time the Arcady Farms Milling Co. made application to the Interstate Commerce Commission for reparation, and it was granted, the Commission, in 126 I. C. C. 449, holding that the one-factor thru rates on by-products are applicable under transit arrangements at Chicago.

Other shippers at Chicago thereupon began shipping at the reduced rate thus declared applicable, and the carriers now claim they are losing \$800,000 a year in revenue by reason of this, and have gone before the Commission to sustain tariffs canceling the transit arrangements at points in the Chicago district on grain by-products, which tariffs now are under suspension in I. & S. Docket No. 3150. If the carriers succeed they will place the by-products under the grain products rate and follow this by a raise in the grain products rate.

J. S. Brown, manager of the Transportation Department of the Chicago Board of Trade, came to the aid of the shippers by filing a protest, in which he said:

Their only thought is to prevent the Chicago feed manufacturer from getting the benefit of the one-factor thru by-products rates from the point of origin of the grain in Illinois to the destination of the mixed feeds in central territory. It should be remembered that there are no one-factor joint thru rates on grain from Illinois to central territory via Chicago, so that any comparison between the grain rates and the by-products rates is worthless, because the respondents now declare that the one factor thru grain products rate will be applied from the point of origin of the grain in Illinois to the destination of the mixed feed in central territory in the event that the commission approves the cancellation of Item 25. Since the respondents have not changed any of the rates, the only question before the commission is whether the Chicago feed manufacturer is to continue to get the benefit of the thru rates on the commodity which he ships.

The question of the component parts or the ingredients of mixed feeds not in issue in this proceeding. The fact remains that mixed feeds have been for many years in the by-products list throughout the United States generally.

The outstanding issue in this proceeding is whether transit arrangements should apply at intermediate points located on the routes over which the joint thru rates apply, that is, whether the rates should be any different for the directly intermediate transit operator than for the direct shipper from point of origin to final destination.

The same situation exists at many other points in the country, making a decision on the principle involved very important. A decision by the Commission is expected in January or February.

### Portland Differential Attacked.

The Port of Astoria filed a brief with the Interstate Commerce Commission attacking the Portland differential on grain from the Columbia Basin, pleading for a unification of rates for all Columbia River ports and Puget Sound ports.

The preferential rate enjoyed by Portland is alleged to be in violation of the Act, and rate structure changes equitable to all ports is asked which would eliminate the "vicious doctrine of the Columbia Basis case which prohibits carriers from meeting this same rate to other points tributary to this grain producing territory."

### Minneapolis Demands Equitable Grain Rates.

Directly upon the heels of the Interstate Commerce Commission's suspension of proposed increases in grain rates scheduled by the Milwaukee Road, Minneapolis interests filed briefs requesting an equitable adjustment of grain and flour rates from Minneapolis, to the end that this market will be placed on a competitive basis with Duluth-Superior, as well as with the Missouri River and Southwest gateway markets.



## Hearing Jan. 17 on Earlier Free Time.

The Interstate Commerce Commission and the Illinois Commerce Commission will hold a joint hearing in the Hotel Sherman Jan. 17 at Chicago, Ill., on the complaint filed by J. S. Brown, manager of the Transportation Department of the Chicago Board of Trade in Docket No. 18,657 of the Illinois Commission requesting that the free time for the disposition of grain cars begin earlier in the day during the hours that the exchange is open for trading to afford grain receivers a greater opportunity to make disposition and facilitate the movement of cars.

The complaint was published extensively in the Journal Oct. 25, page 514, and the Commissions have just now set the date for the hearing.

Free time now expires under B. T. Jones tariff I. C. C. 2003 at 6 p. m. of the day that inspection is reported on or before 11 a. m. If disposition order is given after the expiration of the free time a charge of \$2.70 is made.

Mr. Brown does not demand that the carriers grant additional free time, but only that it be moved ahead earlier in the day. His suggestion is that the free time for disposition expire at 4:30 p. m. of the day that inspection is reported on or before 9:30 a. m.

Rice will be grown on a 4000-acre tract near Carthage, Mo., if the efforts of John T. Stinson of the agricultural development department of the Missouri Pacific Lines, are successful.—P. J. P.

## Death of T. G. Thompson.

T. G. Thompson, 47, Winnipeg, Man., died unexpectedly from influenza at Sebring, Fla., where he has been a resident during the past four winters.

Mr. Thompson was a member of the firm of Thompson Sons & Co., and a pioneer member of the Winnipeg Grain Exchange.

## I. C. C. Discontinues Publication of Conference Rulings.

The Interstate Commerce Commission has ordered that published Conference Rulings be rescinded in their entirety and that their use as an authority be discontinued. This action is taken without reference to the correctness of individual rulings.

The Conference Rulings cover only a portion of the activities of the Commission. Many of them have been made obsolete, as the subject matter has since been dealt with in formal reports or formal circuit. Others are incorrect and should be modified or rescinded because they are counter to subsequent acts of

Congress. The last issue bears the date of Aug. 1, 1917.

According to a bulletin from G. B. McGinty, sec'y, the Commission is of the opinion that it is now neither practicable nor desirable to revise and amplify these rulings, or to continue their publication.

## I. C. C. Activities.

I. & S. 3203, transit provisions on grain, etc., at Chicago, is scheduled to come up for hearing before Examiner Disque, on Jan. 21.

In 20776, Hales & Hunter Co., Chicago, vs. C. & A., et al., alleged oats rate from Lenock, N. D., to Athens, La., inapplicable in that it exceeded 36.5 cents. Examiner Harris recommended reparations.

In 21778, National Cottonseed Products Corp., Memphis, Tenn., vs. Southern Ry. et al., the I. C. C. is asked to order establishment of reasonable rates on cottonseed from Collierville and other Tennessee points to Louisville, Ky., and claims reparation.

In 20845, Southard Feed & Milling Co., Kansas City, Mo., vs. Rock Island, et al., the Commission decided rates charged on grain and grain products from points in Iowa and Colorado to Pensacola, Fla., were applicable and not unreasonable or otherwise unlawful and the complaint dismissed.

In I. & S. 3217, the I. C. C. on Dec. 29 suspended to July 31 the operation of certain schedules as published in Suppl. 11 to Agt. J. E. Johanson's I. C. C. No. 2039. The suspended schedules proposed to increase the commodity rates on grain, grain products, and related articles, from K. C., M. & O. R. R. points in Oklahoma to Louisiana & Arkansas Ry. destinations in Louisiana, when via Arkadelphia, Ark.

In 21773, Pine Bluff (Ark.) Grain Exchange, et al. vs. St. Louis Southwestern Ry. et al., requested the I. C. C. to order establishment of reasonable rates on grain and products from St. Louis, Mo., and other points on the Kansas City Southern, and Texarkana & Fort Smith Ry., south of Texarkana, Ark., and to restore former routing from points on the St. Louis Southwestern to points on the K. C. S.



T. G. Thompson, Winnipeg, Man., Deceased.

## 54,000 BUSHEL DAILY CAPACITY HESS DRIERS JUST COMPLETED

	Bushels
Bastien Grain Co., Chicago, Ill.....	18,000
Panama Pacific Elevator, Victoria, B. C. ....	18,000
Norris Grain Co., So. Chicago, Ill.....	18,000

## 225,000 BUSHEL DAILY CAPACITY HESS DRIERS NOW BUILDING

	Bushels
New York Central Ry. Co., Export Elevator, Weehawken, N. J. ....	110,000
Quaker Oats Co., St. Joseph, Mo.....	36,000
St. Joseph Public Elevator Co., St. Joseph, Mo. ....	27,000
Illinois Central Ry. Co., Omaha, Nebr., Direct Heat Drier .....	36,000
J. J. Mullaney Grain Co., Sioux City, Iowa, Direct Heat Dryer.....	7,500
Buenos Aires, Argentina.....	8,500

*The World's Largest and Finest Elevators Use HESS DRIERS.*

## HESS WARMING AND VENTILATING CO.

1207 SO. WESTERN AVE., CHICAGO, ILL.

## HESS DRIER CO. OF CANADA, LTD.

68 HIGGINS AVE., WINNIPEG, MAN.



# Field Seeds

**BARR SILVER MINE CORN** had the highest white corn yield in Oklahoma, according to the State Crop Improvement Ass'n.

**LANCASTER, PA.**—The Eastern Seed Co. has been incorporated with \$25,000 capital stock by Homer D. Leh, Rufus K. Kuhns, Roy Deck and E. J. Sterner.

**EAU CLAIRE, WIS.**—Walter C. Strauss, Henry Olson, and Marion Peterson have incorporated the Eau Claire Seed Co., with a capital of 500 non par shares.

**JEFFERSONVILLE, IND.**—W. L. Scott & Son opened a retail seed, feed and flour store, where a complete line of all three commodities, with sidelines, will be carried.

A **WINTER WHEAT TEST** is being conducted in the form of a freak experiment at the Canadian Indian Head Experimental Farm in the sowing of 5 acre plot on Jan. 2.

**MORE LEGUMES** will be encouraged by the Missouri College of Agriculture during 1929. A series of conferences are scheduled in most of all the counties in the state.

**EDWARD A. AGGELER**, 65, head of Aggeler & Musser Seed Co., Los Angeles, Calif., died while on a business trip to San Bernardino. An acute attack of heart trouble was the cause.

**BOZEMAN, MONT.**—The Northern Montana seed, corn, potato and poultry show, and the annual State Utility Seed Show, is now in progress here. The dates are Jan. 9-12, inclusive.

**NO SEED WHEAT CONTEST** will be conducted by Oklahoma Millers Ass'n this year, as previously, as much of the wheat acreage was planted before completion of final arrangements.

**THE SEED VERIFICATION SERVICE** verified 8,825,700 pounds of seed during 1928, commencing in the latter part of October. Inspection of soy beans increased 69 per cent over the same period in 1927.

**HENRY T. JEFFERSON**, 88, vice-pres. of the National Seed Co., Louisville, Ky., died at his home on Dec. 22. He had been ill for over a year. He organized this seed firm, and headed its activities until a short time ago. He is survived by his widow, four sons and a daughter.

**VERMONT, ILL.**—L. A. McGrew, proprietor of the Gold Bond Seed Co., states that he intends to rebuild on the same location and continue business as before. Fire completely destroyed the seed house operated by this firm at two on the morning of Dec. 11. The loss was estimated at \$50,000. The building was of brick and contained 6,000 bushels of seed corn valued at \$5 per bushel. The office equipment, books and records, machinery, etc., also were ruined. This was the second fire loss suffered by this three-year-old concern, the blaze last spring doing about \$25,000 damage to one wing and contents of the building.

**MINNEAPOLIS, MINN.**—Further details of the expansion program planned for 1929 by Northrup, King & Co., seed dealers and feed manufacturers, include a 38 per cent increase in floor space, involving the erection of a four-story addition of re-inforced concrete and brick, according to announcement by C. C. Massie, president. Construction is to begin early in the spring, to be completed and ready for occupancy by September. The new unit will be 255 ft. long and will connect with the present 420x100 ft. building, and involves an expenditure of \$250,000. The present floor space of 401,000 sq. ft. will hereby be augmented by 135,000 sq. ft.

## Seed Schools Run in 12 Indiana Counties.

A new departure in the matter of extension service is now available in twelve Indiana counties during the present seed buying season.

An expert from Purdue University is making the rounds, equipped with such knowledge of chemistry and botany as to be of greatest service. Seed dealers are co-operating in this work, which is said to be unique in the Hoosier state.

## Pennsylvania Seed Laws Tightened.

The Pennsylvania State Bureau of Plant Industry recommends that all those planning on selling farm seeds within the confines of the state during 1929 have tests made and labels printed in advance to circumvent timely delays.

All parcels of agricultural seeds for seeding purposes weighing 10 pounds and over must have a label attached giving the following information: Commonly accepted name thereof; Percentage, by weight, of impurity; Percentage, by weight, of weed seeds; Name and number per ounce of noxious weed seeds; Percentage of germination of seeds, with date of test; Name and address of vendor.

The following weed seeds are to be considered as noxious: Wild onion or garlic, quack grass, dodders, Canada thistle, devil's paint brush, king devil, perennial sow thistle, horse nettle and bindweed.

Agricultural seeds or mixtures containing above 3 per cent by weight, of weed seeds, or one or more seeds of dodder or Canada thistle to five grams are not to be sold by persons (including farmers) or firms. Farmers may, however, sell seed in bulk to dealers without label.

## New England Seed Firm Opens Branch in Texas.

A branch is to be established at Mercedes, Tex., by the W. H. Woodruff & Son Seed Co., of Milford, Conn. This step is being taken to better facilitate caring for the company's business in the valley of the Rio Grande.

## Pacific Northwest Wheat Improvement Program Outlined.

The Pacific Northwest Wheat Improvement Conference recently met at Pullman, Wash., to outline a wheat improvement program for that section.

Representatives of every interested industry attended.

## New England Seedsmen Meet.

The New England Seedsmen's Ass'n held its annual meeting at the Parker House, Boston, Mass., last month, the theme of the gathering being a reduction in the number of varieties of seed on the market.

Dr. Lyman G. Schermerhorn of the New Jersey State Agricultural College was the guest speaker fostering the idea, favoring quality rather than a plurality of varieties.

New officers elected are: D. W. Webber, Lewiston, Me., president; Alex. P. Dewar, Boston, vice-president, and Peter M. Miller, Boston, sec'y-treasurer.

## North Dakota's Seed Laws to Be Strengthened.

One of the first moves of the newly organized North Dakota Seed Trade Ass'n will be an effort toward strengthening and enforcing laws governing the sale of seed within the state.

Members of the group feel that the laws now on the statute books are not strong enough to cover the entire scope of the industry, and that enforcement has heretofore been lax.

Organization of this body, notice of which appeared in the Dec. 25 Journal, occurred on Dec. 19, at Fargo. The aims of the group are, in addition, to improve the quality of seed sold, as well as to promote better feelings among dealers.

Invitation to the membership to attend the Seed School and banquet to be held at the college of agriculture, Jan. 15-17, was extended by E. G. Booth, field agent in agronomy.

## Seed Movement in December.

Receipts and shipments of seeds at the various markets during December, as compared with December, 1927, were as follows:

FLAXSEED.				
	Receipts		Shipments	
	1928	1927	1928	1927
Chicago, bus.	117,000	279,000	.....	2,000
Duluth, bus.	72,710	376,321	438,617	672,605
Ft. Will'm, bus.	441,602	515,956	62,669	.....
Kansas City, bus.	175,400	905,300	338,000	544,200
Milwaukee, bus.	77,750	140,140	7,150	.....
Minn'polis, bus.	601,080	490,330	168,300	207,690
New York, bus.	.....	177,000	.....	.....
Sioux City, bus.	10,000	2,000	23,000	5,000
Superior, bus.	118,765	413,993	.....	52,646
KAFIR AND MILO MAIZE.				
Ft. Worth, bus.	.....	.....	.....	1,100
Houston, bus.	532,400	266,200	276,121	119,021
Hutchins'n, bus.	5,000	1,000	.....	782,600
St. Joseph, bus.	1,500	1,500	.....	.....
St. Louis, bus.	123,600	91,200	70,800	49,200
Wichita, bus.	18,000	36,000	12,000	9,600
CLOVER.				
Chicago, lbs.	1,746,000	1,544,000	689,000	894,000
Milwaukee, lbs.	118,555	625,049	213,580	201,185
New York, bags	698	3,075	1,621	1,912
TIMOTHY.				
Chicago, lbs.	921,000	961,000	908,000	1,779,000
Hutchins'n, lbs.	.....	1,000	.....	.....
Milwaukee, lbs.	301,000	30,000	29,905	280,788
Toledo, bags.	.....	1,695	.....	832
SORGHUMS.				
Cincin'ti, bus.	2,800	1,400	.....	.....
Ft. Worth, bus.	1,337,000	1,100,400	223,400	178,000
New Orleans, bus.	.....	8,400	.....	.....
CANE SEED.				
Ft. Worth, bus.	11,000	55,000	.....	.....
Kansas City, bus.	.....	6,900	2,300	3,450
Wichita, bus.	.....	6,000	.....	3,600

## Directory

### Grass and Field Seed Dealers

#### AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

#### BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

#### CHICAGO, ILL.

Johnson, Inc., J. Oliver, field seeds.

Kellogg Seed Co., John L., field seeds.

#### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

#### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

#### KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.

Rudy-Patrick Seed Co., field seed merchants.

Tobin-Quinn Seed Co., Missouri Blue Grass.

#### LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

#### LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

#### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

Kellogg Seed Co., field and grass seeds.

North American Seed Co., wholesale grass & field seeds.

Tewles Seed Co., L., field and grass seeds.

#### MINNEAPOLIS, MINN.

Northrup King & Co., field seeds.

Minneapolis Seed Co., field seed merchants.

#### ST. JOSEPH, MO.

Mitchellhill Seed Co., wholesale field seeds.

#### ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.

Mangelsdorf & Bros., Ed. F., wholesale field seeds.



## Oklahoma Seedsmen Propose Strengthening State Laws.

The annual meeting of the Oklahoma Seedsmen's Ass'n was held in Oklahoma City, Okla., during the last week of the old year.

A tentative measure restricting importation of seeds into Oklahoma without rigid inspection, establishment of purity standards, and provision for field inspectors (to determine whether growing crops are of good stock and promise to yield good seed), was drafted for presentation to the next state legislature.

W. J. Lackey, state seed analyst, Harry B. Cordell, sec'y of the state board of agriculture, and John Eldridge, Oklahoma City, were among the speakers.

All officers were re-elected, to-wit: J. F. Hickey, Chickasha, pres.; Frank Keller, Shawnee, vice-pres.; Glenn Briggs, McAlester, sec'y.

## S. M. Isbell Passes On.

Sidney M. Isbell of Jackson, Mich., founder of the seed company bearing his name, passed away on Dec. 17. Mr. Isbell was also a leader in philanthropic undertakings in Jackson.

Mr. Isbell began his career in the seed business in 1878, with B. C. Lowe, which business was virtually the beginning of the Isbell Seed Co.

In 1898, S. M. Isbell & Co. was incorporated, and an elevator built about 10 years later on the site of the former Stockbridge Elevator.

Only a short time thereafter, Mr. Isbell practically retired, though he was financially interested and his name was retained. In the fall of 1928 the name of the company changed to the Isbell Seed Co.

## Protein-Deficient Garnet Wheat Grade Urged Changed.

Hon. James Malcolm, minister of trade and commerce, Ottawa, Ont., in charge of the administration of the Canada Grain Act, has been urgently requested to direct the Board of Grain Commissioners to examine immediately the allegations of the Canadian National Millers Ass'n with respect to the poor qualities of Garnet wheat, and take the necessary steps to correct, as soon as possible, the actual inspection and grading of wheat in such a manner as to place Garnet in its proper position.

In his letter, J. L. V. Mallette, sec'y, also states that qualified chemists have made numerous tests of this Garnet wheat, all of which have given similar results, to-wit, that its quality is deficient in protein and gluten as compared to Marquis wheat. Moreover the flour which it produces is of a very yellow color and naturally affects in the same manner the bread made from it.

"We are convinced that it is a mistake to include Garnet wheat in the 'Northern' class. Moreover," Sec'y Mallette continues, "this error of classification should undoubtedly react adversely on our exports of wheat. We realize, of course, that Garnet wheat may have advantages for the farmers in certain districts, because of its earlier ripening qualities, but we believe that its baking qualities will eventually reflect on the high reputation which Canadian wheat holds in foreign markets, and in time effect the demand for Canadian wheat."

## Grain Dealer Indicted for Fraud.

Charles Harold Pratz, secretary of the grain and hay firm of Pratz, Kime & Pratz, Inc., Waterloo, N. Y., was indicted by the federal grand jury at Buffalo, N. Y., on six counts of negotiating and transferring six fictitious and fraudulent Bs/L for grain and with intent to defraud. A seventh count accuses him of attempting to alter a genuine B/L for hay to cover another commodity, grain.

Officers of banks at Clyde, N. Y., thru which the bills were negotiated complained and testified to the end that Pratz was indicted.

# Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

**HANDLING GRAIN FOR POOL.**—An elevator company which receives wheat under a contract with a wheat growers' association to deliver wheat to the association deposited by members of the association, but fails to deliver such wheat after repeated demands therefor, is liable for the value of the wheat withheld at the time it should have been delivered, and is not relieved from that liability by the wheat afterward being destroyed by fire.—*Kansas Wheat Growers Ass'n v. Farmers Elevator Co., of Luray. Supreme Court of Kansas. 272 Pac. 181.*

**FIRE FROM LOCOMOTIVE ENGINE.**—Whether fire destroying plaintiff's hay, grass, and fence posts was caused by negligence of railroad in permitting dry grass to remain on right of way and in permitting fire to escape held for jury. Railroad company is liable for damages caused by fire resulting from railroad's negligence in permitting dry and combustible materials to accumulate on its right of way and fire to escape, irrespective of negligence in equipment and operation of locomotive.—*Southern Ry. Co. v. Johnston. Court of Appeals of Alabama. 118 South. 680.*

**INSURANCE.**—Goods rejected by buyer, but at seller's request retained at buyer's place of business for further instructions from seller, held to be property "held in trust" by buyer for seller within fire insurance policy on "property of assured or held in trust or on commission or sold but not delivered." Owner of goods "held in trust" by insured, within fire policy covering goods held by insured in trust or on commission, was entitled to sue insurer directly on fire policy, on insured's refusal to include owner's claim for loss in its proof of claim, and where insurer settled with insured with knowledge of facts.—*B. N. Exton & Co. v. Home Fire & Marine Ins. Co. Court of Appeals of New York. 164 N. E. 43.*

**FREIGHT NOT COLLECTABLE FROM CONSIGNEE'S SUCCESSOR.**—Where railroad collected from consignee of intrastate freight shipments amount less than required by its published tariffs, it could not recover deficiency from subsequent purchaser of consignee's business in absence of pleading that sale of business was in effect merely a merger of consignee with purchasing company so as to make purchaser a mere continuation of consignee, or that purchaser assumed to pay consignee's debts. That purchaser owed consignee, from whom carrier failed to collect published freight charges, \$5,000 on the purchase price of business consignee sold purchaser, did not authorize carrier's recovery against purchaser, where it had not attached or otherwise sought to subject that fund.—*L. & N. R. Co. v. Perry Ice & Bottling Co. Court of Appeals of Kentucky. 10 S. W. (2d) 1091.*

**FAILURE TO SHIP IN CONTRACT TIME.**—Under contract for sale of 2,000 bags of corn chops providing that, if seller failed to ship within 14 days after receiving order from buyer, then buyer could cancel contract, terminate contract, and collect damages or extend contract 30 days, failure to ship as required did not cancel contract nor ipso facto confer any right of action on buyer, but merely invested buyer with right to exercise option without specifying time for such exercise.—*Meyer Milling Co. v. Baker. Springfield Court of Appeals, Missouri. 10 S. W. (2d) 667.*

**CROP MORTGAGE.**—A tenant of the mortgagor raised a grain crop on land during the year for redemption from a mortgage sale of the land. The crop was not harvested and severed from the land until a short time after the expiration of the year for redemption. The holder of the sheriff's certificate of foreclosure made no demand for, or effort to obtain, possession of the land or crop at or after the expiration of the period for redemption, but permitted the tenant to remain in possession, to harvest and thresh the grain, and to set apart and deliver to or for the mortgagor a share of the grain as rent under the terms of the lease. Held, that the tenant was the owner of the grain, and that title to the share so set apart and delivered vested in the mortgagor, the former owner of the land.—*Schuchard v. St. Anthony & Dakota Elevator Co. Supreme Court of Minnesota. 222 N. W. 292.*

## Delivery Must Be Equal to Sample.

*Barkemeyer Grain & Seed Co., Great Falls, Mont., plaintiff, v. Rathke Grain Co., Seattle, Wash., defendant, before Arbitration Com'te No. 6 of the Grain Dealers National Ass'n, composed of D. L. Smith, E. L. Dial and S. C. Armstrong.*

The principal and only controversy in connection with the transaction is included in the discount placed by the defendant on the grading of the barley on delivery against the contract.

In all communications leading up to the transaction the quality of the barley was referred to as equal to "Sample 182." From the evidence and argument submitted, it appears that on receipt of Sample 182 the defendant undertook to ascertain the probable grade by submitting it to the grain inspector who set a grade as nearly as the size sample would permit, by marking his findings upon the envelope containing sample, and afterward making affidavit to that procedure.

In making confirmation of the transaction the defendant made notation of the grade as a part of the confirmation of the contract, which was accepted as such by the plaintiff. The accepted contract was evidently scrutinized with care and changes made as to shipment privileges and no exceptions made against the indicated grade of the Sample 182.

When the shipment and final delivery was made by plaintiff, none of such delivery corresponded to the Sample 182 as indicated by the plaintiff or defendant or contents of one car with another, indicating an error in drawing the original sample from the lot, and a proper division of it when sending to the defendant.

It appears the defendant's action in having the sample inspected prior to or at the time of the purchase, was in good faith for the purpose of ascertaining the value of the barley, and no fraud, or attempted fraud, is evidenced by reason of the plaintiff making the quality of the sample a part of the contract.

It also appears the defendant acted in good faith in making a discount for the discrepancy of barley delivered against the contract, and that such discount placed was reasonable and in compliance with the rules of the Seattle Merchants Exchange.

This committee, therefore, finds for the defendant in the sum of \$103, and in addition the

Farmers elevators companies are estimated to have a combined paid up capital of \$60,000,000 by the Dept. of Agr.

## Grain Claims Bureau, Inc.

Box 687, Station A. Champaign, Ill.

Freight claim savings of \$100.00 or more per year, are worth making. Audits are made on a percentage basis; no other costs whatever. If examination of your shipping records is permitted, it will save you money.

W. S. Braund  
Aud. and Treas.  
Champaign, Ill.

Harry J. Berman  
General Counsel  
Chicago, Ill.



## Elevator Fires and How to Prevent Them.

By A. F. KOCH, HUTCHINSON, KANS.

The owner of an elevator that can be destroyed by fire should protect himself with insurance placed in a reliable company and help prevent the elevator getting afire. To do so he should know what causes elevator fires and how to prevent them.

**The building,** if of good construction, should be covered with galvanized iron, with composition or metal roof, or other fire resistant material. If roof is of metal it should be grounded to the metal sides and the sides grounded at two or, better, four corners, thus preventing lightning from hitting the building. It is even better to install lightning rods.

The doors and windows should be kept in good repair. It is well to have the windows covered with hail screen, thus protecting the glass and keeping out the sparks from locomotives, while having the window open.

**Dust and cob houses** should be detached from the elevator, and should be cleaned at least twice a month, dust and dirt when allowed to accumulate in buildings might cause fire by spontaneous combustion.

The greater hazard around the elevator is the accumulation of dust, dirt, trash, rubbish, etc., the elevator should be cleaned from top to bottom at least once a week.

**Hot Bearings.**—A great many fires are caused by the machinery, the drive shafts being out of line, causing bearings to become hot, by the use of poor or no oil.

Should a bearing become hot, never leave it with the idea, let it cool off. A bearing becoming hot will never blaze while the machinery is running, but when it stops is when the fire starts. A railroad train has a hot bearing squealing. We see the smoke, but no blaze. The train could go for miles and the hot bearing would cause no blaze as long as the train kept moving. The axle would break before the blaze would appear, but when the train stops the blaze starts. The same applies to a hot bearing in the elevator.

**Gasoline or oil engines.**—The elevator man may have trouble starting his engine, especially in winter on a cold morning. He takes a can of gasoline, primes the engine, spills some gasoline over the ignition system, sets his gas can near the engine, turns the engine over. It fires not in the engine, but on the outside and sets the gasoline afire with the loss of an elevator and a man out of a job.

The writer had a friend who got in a hurry one cold winter morning, the engine was cold and would not start; he undertook to warm the engine by pouring gasoline over it and lighting a match to it. The explosion killed him. It did not burn the elevator, a wife and several small children survive.

**For a power house** I would recommend a fireproof building, built of solid concrete, brick, hollow tile, cement blocks or other fireproof material. If built of frame or frame and iron-clad, it should be lined with asbestos, or gypsum board, or detached 20 feet from elevator. Thus should the engine get afire it would not destroy the elevator.

**Electric Power.**—Many country elevators are changing to electric power, and in so doing the size of motor it takes to run the machinery should be considered.

Many persons buy too small a motor to run their elevator. If the motor is doing too heavy a duty it will heat and might burn out. If a small team of horses is hitched on a heavy load, they will pull it, but for how long? Apply the same idea to motor power.

When installing a motor consider the idea (the closer the horse to the plow the easier it pulls) of putting motor in the cupola, providing no other machinery is run, only the elevator leg.

Motors running in a place where there is dust should be enclosed in a fire resisting, ventilated motor room. This applies to open motors. However, there are motors on the market that are enclosed and self-ventilating, built especially for such purpose.

Some may ask why the danger? An open motor that runs in a dusty place will gather more or less dust, dirt, oil, etc., oil spilled over the wiring. The motor gathers dust, oil will cause rubber to rot, which is the insulation on the wiring in the motor, when the insulation gets rotten it will cause a short circuit, thus a fire.

The wiring should be in conduit, the starting switch and fuses should be in a fire resistant box. Metal boxes are mostly used and are all right. The fuses should be of standard size as required by the electrical code. Never plug fuses, when burnt out, the fuses are the safety part to the motor. If the fuses burn out too often, there is something wrong. Get some electrician who understands to investigate.

If fuses are up to the standard requirement, the motor may be too small for the plant. If so get a larger motor, it is better to have a

motor a little larger than too small. I would recommend using a clutch on machinery in elevator. To the machinery in starting, it answers the same as a clutch does to an automobile. What luck would one have starting an auto to lie on air? Why expect the elevator machinery to start on high?

**Smoking.**—Dust when properly mixed with air and ignited is more explosive and more powerful than dynamite or powder. Would you smoke around a can of powder or a large quantity of gasoline in an open barrel or tank, or carry an open fire near them? It is no more dangerous than smoking in an elevator or taking an oil lantern in and around the dust in a grain elevator. Many persons have been crippled for life, some killed by such carelessness.

**Chemical Extinguishers Good.**—The best, handiest and most inexpensive apparatus to fight fire with in a country elevator is a chemical fire extinguisher either 1 gallon or 1½ gallon. There are many makes on the market, but see that it has the Underwriters' label on it. I would recommend at least three such extinguishers for the average country elevator; one on the manlift. When the manlift is at the top the extinguisher is there, should the operator discover fire or smell smoke while going up he can get the extinguisher ready while going and be ready to fight the fire, if there is a blaze. It saves buying an extra one. If there is no manlift, then I would suggest buying an extra one to put upstairs. It would be handy. Also place one on the work floor, as should a truck backfire or cause a blaze while unloading grain or while on the drive, the extinguisher would come in handy.

The second extinguisher should be placed in the power house, inside the door, and placed so it may be reached from the outside, should occasion require it, or should the power house get afire on the inside.

The third fire extinguisher should be placed in the office in the same manner as in the power house.

**Water Barrels.**—If no fire extinguishers, get at least two water barrels filled with salt water, and place one or more water buckets handy—place one barrel on the work floor and one barrel in the cupola of the elevator. Personally, I prefer the chemical fire extinguishers, hand type, for the simple reason, the water barrels dry out, bands on barrels rust and break, cause barrels to leak, thus causing grain to be soaked and salted, and when needed for use they are empty. The water barrels are supposed to be kept full of water with salt added, and one, two or three buckets handy, fine, but as a rule when someone needs a bucket, cannot find one, an idea strikes him, there are buckets in the salt barrel in the elevator, he gets it and forgets to bring it back when he is done using it, so that in case of fire there is no bucket. When the elevator gets afire in the cupola caused by a hot boxing, the operator has a barrel of salt water handy with buckets handy, which is fine. He takes the bucket and tries to pour water on the blaze, which is about 8 or 10 feet higher above him. He may get the water up to fire all right, but

it comes down again, a greater part on the operator. A salt water bath is not very pleasant, more especially in winter time and unexpectedly.

After working faithfully and hard for some time, getting no headway over the fire, getting all soaked with water, and seeing the water supply is getting low, the operator gets disgusted, throws the bucket down and makes for safety. Right here if he had a chemical fire extinguisher handy he could put out the fire. A quart size should be sufficient.

Should a fire happen from an overflow from fuel oil, never pour water on it, as it will spread the fire. Here is where the fire extinguisher would come handy and get wonderful results.

Never pour water on an electric motor when short circuited or any other time. If you do you might get an electric shock, which might kill you, water being a conductor of electricity. Here again the fire extinguisher comes in handy. The chemical in most of the extinguishers is a non-conductor and will not draw electricity.

## Insurance Notes.

LOUIS T. SMITH, 56, a solicitor for the Western Millers Mutual Fire Insurance Co. up to about two years ago, died in Kansas City during December.

PLUGGING a fuse is like failing to make entry on the stub when writing a check—in either case you are just kidding yourself into thinking you have something which you have not.—Our Paper.

## Oil Heaters for Office?

Heating devices using oil or gasoline are not necessarily approved by the Underwriters' Laboratories just because they bear the Underwriters' label.

Altho labeled by the Underwriters, these appliances are subject to the following qualification:

"These stoves may be permitted for use when installed according to requirements of the National Board of Fire Underwriters, if not in violation of any state law or local requirements, and if the company insuring the property consents to the same in writing."

Such of these devices as have gravity feed are disapproved by the grain mutuals. Alleged anti-flooding devices with which some of them are equipped do not always function. Even tho "approved" these devices require an increase in the rates.

Inspectors when reporting on these heaters have been requested to give all the written material on both manufacturers' and Underwriters' labels; if it bears both, state whether gravity or pressure feed, mounting of fuel tank, capacity, kind of fuel, automatic safety devices, if any, location of heater, protection beneath and around, kind of chimney, and any other pertinent information.

## Wisconsin Feed Sales Gain.

Unprecedented sales during the early months of 1928 pushed up the annual consumption of commercial feeds in Wisconsin, according to W. B. Griem, above that of previous years. Large yields of home grown grains cut into sales during the last quarter, but not enough to prevent the above record from being made. Sales in the early spring of 1929 will unquestionably pick up and resume their former momentum.

Of the feed sold, at least 85 per cent are used for supplementing home grown grains and roughages. The 15-16 per cent protein feeds still constitute a goodly percentage of the average ration employed by dairymen. No apparent development is appreciable in favor of higher protein feeds used by this class of consumers, the proportion thereof remaining constant while lower protein feed sales mount with an increasing advantage in approximately direct ratio with increasing volume of total sales.

A service for poultrymen, hatcherymen in particular, is to be inaugurated by the Wisconsin Feed Inspection Division, pledged to sample and test cod liver oil brands for vitamin D content.



## Ice Is A Poor Fire Extinguisher

You can't put out a fire with ice. Yet that's what you may have to try during the winter, if you don't plan to fix the fire barrels so that the coldest weather will not freeze them. Better plan now to beat old King Winter.

Write for full particulars to

**Carbondale Fire Protection Co.**  
Carbondale, Pennsylvania



# Feedstuffs

NORTH FAIRFIELD, O.—A feed and flour mill has been acquired here by D. B. Rang.

BRUCE BROS. GRAIN CO., Kansas City, Mo., is discontinuing its millfeed department.

CHOTWAU, OKLA.—A soy bean mill is being considered by the Pryor Lbr. & Grain Co.

BEDFORD, O.—The feed business of the Bedford Milling Co. was concurrently discontinued with the liquidation of the business.

ST. FRANCIS, KAN.—New equipment just installed in the plant of the St. Francis Milling Co. will facilitate the manufacture of feeds.

PILLSBURY FLOUR MILLS CO. is understood to be considering the installation of a feed manufacturing plant at its Enid, Okla., branch.

MADERA, CALIF. — A \$35,000 fire destroyed the mill and warehouse of the Valley Feed & Fuel Co. on Dec. 28. The loss was partially insured.

WOLCOTT & LINCOLN, INC., Kansas City, Mo., have added a millfeed division. Harvey W. Cunningham, heretofore associated with Bruce Bros. Grain Co., will be in charge.

COLORADO, TEX.—New feed mixing equipment with 2½ tons per hour capacity is now being installed in the plant of the Colorado Feed Milling Co., Inc., who will specialize in poultry and mill feeds.

ROBERT A. BLACK, vice president of the Ralston-Purina Co., St. Louis, Mo., resigned, effective Dec. 31, 1928. Mr. Black has been with the company for the past 15 years. His future plans are not known.

AUSTIN, TEX.—A feed mill is to be added to the facilities of the Quality Mills by the new owners. W. H. Dodson will continue as manager of the plant. Arthur P. Duggan, former owner, will retain an interest.

COLORADO SPRINGS, COLO.—J. L. Eaches of Fort Morgan, Colo., has acquired the Economy Feed Mills and taken charge. The plant was formerly operated as a branch of the Platte Valley Milling & Elevator Co.

WATERTOWN, N. Y.—A modern molasses plant, including a vertical mixer, steel elevators, scalping shoe, magnetic separator, 1,500-gal. tank, and two electric heaters, was just completed for A. H. Herrick & Sons Co..

ST. LOUIS, MO.—J. Leipman embarked in the feed, cereal, and flour brokerage business, with offices in the Merchants Exchange, as of Jan. 1. Mr. Leipman was associated with the E. C. Dreyer Commission Co. for the past decade.

ST. JOSEPH, MO.—The Grain Belt Mills is enlarging and improving its office to permit more working room for the increased office force. A new warehouse was recently completed with a fire wall to separate it from the mills. This structure was built to accommodate a class of trade brought on by the increased use of trucks. Truckers coming to local stock yards with livestock are disposed to buy feed from the mills and return loaded rather than empty.—P. J. P.

MINNEAPOLIS, MINN.—The poultry and dairy feed manufacturing equipment operated by Washburn-Crosby Co., will be materially augmented by the erection of a new feed mill, which is being carried on in conjunction with other additions.

SAN BENITO, TEX.—The San Benito Feed Co., operators of a large mixed feed manufacturing plant producing poultry and stock feeds, reorganized with \$35,000 paid up capital. W. P. Drake is president and general manager and A. F. Aytes is sec'y.

NASHVILLE, TENN.—The Henry S. Sawrie Co. has added a feed department, which is in charge of Robert D. Erwin. Grain will be handled in addition to mixed feeds. Excellent handling facilities for dispatch of shipments are already in use by the firm.

PARIS, ONT.—R. Lindsay has acquired the Pitts & Son Feed Mill, and after making some mechanical improvements, including a Sprout-Waldron Corn Cutter and Grader, now has the plant in operation, specializing in poultry feeds. Mr. Lindsay formerly operated a large mill at Bright, Ont.

MINNEAPOLIS, MINN. — Herman L. Sinaiko, 28, manager of the Minnesota Feed Co., died in December after only a brief confinement. Five years ago, he had come to Minneapolis from Madison, Wis., buying the feed mill previously operated by the Interstate Flour & Feed Co.

KANSAS CITY, MO.—Sale of the office furniture of the Davidson Mill & Elevator was ordered by the referee in bankruptcy, Fred S. Hutton. Floods extensively damaged the feed manufacturing plant and resulted in heavy losses to the concern, as reported in the Dec. 10 number of the Journal.

PLAINVIEW, TEX. — A sorghum and molasses sweet feed manufacturing plant is being considered by the Plainview Cotton Oil Co. Another feed mixing firm in Plainview was reported to have completed additions of equipment to increase capacity, in the last number of the Journal, with which the above is not to be confounded.

FORT WORTH, TEX.—An eight-story addition for the Ralston-Purina Co. of Texas is to be erected here. Three additional feed manufacturing units are to be installed better to accommodate the company's growing feedstuffs trade, and facilitate the goal of 1,200 carloads of manufactured feed a month. Additional elevator storage, to double present facilities, will also be added. The officers of the company have just been moved to 1601 East 4th street.

PINE BLUFF, ARK.—Operation of the new \$50,000 grain elevator built for the Cook-Bahlau Feed Manufacturing Co., commenced Dec. 26. The completion of this unit marks the entire replacement of the \$150,000 plant lost through fire last July. The new plant is entirely electrically equipped and includes a modern fire fighting apparatus. Officials of the company are H. V. Bahlau, pres.; G. A. Bahlau, vice-president; J. Mack Cook, sec'y-treasurer and general manager.—P. J. P.

PINE BLUFF, ARK.—Fire did \$20,000 damage at the Riley Feed Manufacturing Co.'s plant on Dec. 29, according to H. A. McMillan, sec'y-treasurer and general manager of the company. The blaze is believed to have originated in the feed mixing department. All machinery and stocks of grain and feed were ruined beyond redemption. The loss is covered by insurance.

## HIAWATHA GRAIN CO.

MINNEAPOLIS, MINN.

Grain, Screenings, Mill Oats

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Operating HIAWATHA MILL

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Sulphured and Natural Oats  
Barley Buckwheat and other  
grains for poultry feed

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Grain Department

MINNEAPOLIS, MINN.

Elevator Capacity, 2,500,000 Bushels

## "Feeds and Feeding"

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19th Edition

By W. A. Henry and F. B. Morrison.

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

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## Adulteration &amp; Misbranding.

California Hawaiian Milling Co., San Francisco, Calif., shipped 300 sacks of misbranded alfalfa meal to Portland, Ore., deficient in protein. Costs and the execution of a \$50 bond were imposed Feb. 29, conditioned in part that the product not be sold or otherwise disposed of until relabeled in manner satisfactory to the U. S. Dept. of Agriculture.

Planters Oil Co., Albany, Ga., consigned 200 bags of adulterated and misbranded cottonseed meal to North Adams, Mass., deficient in protein. On Feb. 29, the Humphreys-Godwin Co., Inc., Memphis, Tenn., having appeared as claimant had product released to them upon payment of costs and the execution of a \$1,000 bond, conditioned in part that it be relabeled under the supervision of the department of agriculture.

Home Oil Mills Co., Decatur, Ala., shipped 212 bags of misbranded cottonseed meal to Cumberland, Md., falsely labeled. On Dec. 14, 1927, the Deal Bros. Milling Co., having appeared as claimant for the property, judgment of condemnation and forfeiture was entered, and it was ordered by the court that the product be released to the claimant upon payment of the costs of the proceedings and the execution of a \$1,500 bond, conditioned in part that it not be sold or otherwise disposed of until properly tagged with the true protein content.

Eastern Cotton Oil Co., Hertford, N. C., consigned 150 sacks of misbranded cottonseed meal to Limerock, Pa., and 300 to Holand, Pa., deficient in labeled protein content, according to federal authorities. On Feb. 17 and Jan. 11, respectively, judgment of condemnation and forfeiture was entered, and it was ordered by the court that the product be released upon payment of costs of the proceedings and the execution of a \$500 and a \$600 bond, conditioned in part that it not be sold or otherwise disposed of contrary to law, and be relabeled under the supervision of the department of agriculture.

Mann Bros. Co., Buffalo, N. Y., shipped 64 bags of linseed meal to Millersburg, Pa., which federal authorities alleged was misbranded for a deficiency in labeled protein content. On Jan. 16, 1928, the Millersburg Milling Co., claimant, having admitted the allegations of the label and having consented that an order of condemnation and forfeiture be entered, a decree was entered ordering that the product be destroyed, said decree providing, however, that the claimant be allowed to relabel the product, with the understanding that it be relabeled, stating the protein content thereof, and that it not be sold or disposed of until examined by an inspector of the U. S. Department of Agriculture and released by said inspector, all costs to be paid by the claimant.

Traders Oil Mill Co., Fort Worth, Tex., shipped 600 sacks of misbranded cottonseed meal to Minneapolis, Minn., deficient in labeled protein content. On Dec. 23, 1927, the International Sugar Feed Co., Minneapolis, Minn., appeared as claimant for the property and having consented to the forfeiture and condemnation of the product, a decree was entered ordering release of the said product to the claimant upon payment of the costs of the proceedings and the execution of a bond in the sum of \$1,800, conditioned in part that it be rebranded and retagged. Traders Oil Co. also

## Feed Movement in December.

Receipts and shipments of feedingstuffs at the various markets during December, as compared with December, 1927, in tons, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore .....	826	1,088		
Chicago .....	18,094	13,934	46,314	42,324
Cincinnati .....	430	360		
*†Kansas City .....	5,540	3,880	17,960	15,800
Milwaukee .....	1,730	3,660	8,445	10,964
New York .....		20	85	
Peoria .....	442,100	345,010	551,712	439,970
San Francisco .....		415		

\*Bran. †Shorts.

## Exports of Feeds.

Exports of feeds of domestic origin during November, 1928, compared with November, 1927, and for 5 months ending with November, are reported by the Bureau of Foreign and Domestic Commerce, in short tons, as follows:

	November,		Five Mos. Ended	
	1928.	1927.	1928.	1927.
Bay .....	1,513	1,624	5,078	6,868
Cottonseed cake .....	23,385	49,035	84,593	148,486
Linseed cake .....	21,720	28,653	116,178	133,639
Other oil cake .....	2,342	1,145	10,927	4,226
Cottonseed meal .....	17,096	14,755	38,930	34,736
Linseed meal .....	345	608	1,762	2,193
Other oil meal .....	415	61	1,852	390
Prepared and mixed feeds .....	2,831	3,606	12,418	18,025
All other feeds .....	5,971	2,885	21,474	16,561

shipped 400 sacks of misbranded cottonseed meal to Appleton, Wis., for which offense costs and the execution of a \$500 bond was imposed by the federal court, conditioned in part that the product not be sold or otherwise disposed of contrary to law. Likewise 100 misbranded sacks of cottonseed meal to Crawford, Nebr.; for deficiency in labeled protein content federal court imposed costs and execution of \$1,000 bond, also provision for correct labeling, etc.

## American Feed Manufacturers' Ass'n Picks Convention Dates.

The annual convention of the American Feed Manufacturers' Ass'n is to be held this year at the French Lick Springs Hotel, French Lick, Ind.

A communication from Sec'y L. F. Brown fixes the dates, which he requests the trade to mark on their individual calendars, as June 6-8.

## Feed Dealers Go on Strictly "Cash" Basis.

The projected plan of the feed dealers of Wayne county, N. Y., to get on a strictly "cash" basis has become a reality, effective Jan. 1. All sales will hereafter be made for cash only.

Book accounts are costly, and "delinquent" and "slow pay" customers eat up all the profits so the feed handlers are taking the only sane road out.

Under the new method dealers will be able to sell for less, will eliminate much unnecessary overhead, and considerable worry.

## Buckwheat Millers Have an Ass'n.

The Buckwheat Millers & Shippers Ass'n is made up of the more important buckwheat millers and shippers thruout the state of New York, Pennsylvania, Ohio and Michigan, as well as others in outlying territories.

Its purpose, like other Ass'ns of its kind, is to gather from its members and disseminate among them such information as is pertinent to the business.

The present membership is 116 and takes in practically every buckwheat miller of importance in the country.—P. G. Schumacher, sec'y, Cohocton, N. Y.

## Maryland Feed Law Violations Decrease.

Feed inspection activities in the state of Maryland reflect a greater willingness on the part of the majority of feed manufacturers to try to comply with state laws, according to a survey by L. E. Bopst, feed control official. Flagrant violations show a decided decrease, though a few petty discrepancies and modifications continue to spoil a near-perfect record.

Selling unregistered feed proved the greatest menace, both to the law enforcement body, as well as to the jobber who must suffer withdrawal of unlicensed brands until fees are paid.

## Southeastern Pennsylvania Feed Merchants Meet.

The Southeastern Pennsylvania Feed Merchants Ass'n held a successful meeting at Norristown, Pa., last month. President A. J. Thompson, Wycombe, Pa., presided. Routine business preceded talks and discussions.

"Collection and Protection Agencies," was an exposure given by Howard Simpson, Norristown, sec'y of the organization, on sharks and crooks preying on those doing a credit business. Selling sacks to customers, instead of taking a loss thereon, was discussed.

Cost of truck operation, figured at 23 cents a mile, a fairly new field of investigation, has been the cause of many discontinuing free delivery. It was the experience of Ralph Miller, Collegeville, Pa., that the farmers were better satisfied when they were charged for delivery, as is his practice now.

The session closed with a banquet in the evening. Able speakers and much entertainment added to the pleasure of the occasion.

The annual convention of this body is slated for summer, with every prospect of even an increased turnout.

## U. S. Feed Distributors Plan Meeting

The directors of the United States Feed Distributors Ass'n will hold an executive session this month to discuss plans for the next convention and other matters of importance.

At their annual convention in Boston, they decided to make a canvass of their membership to determine whether or not they would segregate themselves from the Grain Dealers National Ass'n, which topic will be discussed at this meeting scheduled by President M. C. Burns of Buffalo.

## Pennsylvania Feedstuffs Laws Violations Fewer.

Violation of Pennsylvania feedstuffs laws during 1928 showed a decrease over the two previous years. Court action was necessary only in about 100 cases. This indicates a decrease in variations from guarantees. No feedstuffs were seriously adulterated.

The prohibited metal fastener has not disappeared entirely as yet, which swelled violations.

The use of buttermilk as an ingredient increased in a large number of brands.

Requests to revise registered formulas to take advantage of seasonally existing low prices of certain ingredients or substitutes, contrary to the provisions of the law, showed an increase during 1928. Minor changes not materially affecting the general composition of the feed were, however, allowed.

Objection was raised to claims frequently made for the value of a certain ingredient given prominence in the brand or trade name and only present in small traces.

Manufacturers are co-operating more fully with control officials and other advisory and interested bodies.

The 1,383 licenses covering 4,036 brands of feed issued to 1,075 manufacturers, importers and jobbers exceeded 1927 and 1926.

## Cipher Codes

**Universal Grain Code:** The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4½x7 inches. Price, leather bound, \$3.00; paper, \$1.50.

**Robinson Telegraph Cipher Code:** With all supplements, for domestic grain business. Leather bound, \$2.50; cloth, \$2.00.

**Millers Telegraphic Cipher: (1917)** For the milling and flour trades. 77 pages, 8½x6 inches. cloth bound. Price \$2.00.

**Cross Telegraphic Cipher Code:** 9th edition revised for provision and grain trades. 145 pages 4½x5½ ins. Cloth bound. Price \$3.50.

**A. B. C. Improved Fifth Edition Code,** with Sup.: Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. Price in English, \$20.00.

**Bentley's Complete Phrase Code:** Contains nearly 1,000 million code words, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 8½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

**Baltimore Export Cable Code:** Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

**Riverside Flour Code, Improved (5 letter revision) Sixth Edition.** Retaining the essential features of the 5 edition published in 1901, for use in domestic and export trade. Size 6x7 inches, 204 pages. Bound in flexible leather, \$12.50.

**Calpack Code (1923)** is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6½x8½ ins. 850 pages, bound in keratol. Price \$10.00.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL  
309 So. La Salle St., Chicago, Ill.



## Feed Grinder

CLARK, WIS.—A new feed mill was of late opened for operation here by Herbert Confield.

CASSVILLE, Mo.—A feed grinder has been added to the equipment of James Turner & Son's plant, locally known as the Cassville Milling Co.

FORT EDWARD, N. Y.—The J. A. Reid Feed Mill is now the property of J. P. Hager. Business will be continued under the name of the Fort Edward Mills. An effort is to be made to get onto a cash basis.

EAST CHAIN (Fairmont p. o.), MINN.—Walter Gardner, whose feed mill was destroyed by fire last fall, has gone into partnership with Victor Johnson, and has erected a hollow brick building in which he has installed a new attrition mill and a hammer mill to continue in the feed grinding business.

## BOWSER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.



"COMBINATION" MILLS  
Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

The N. P. Bowser Co., South Bend, Ind.

JENERA, O.—The new Williams Hammer Mill with 50 h. p. direct connected motor reported installed, was placed in a new feed and wareroom addition just built on. The mill is fed by a double drag feed either side working separately, or they can be run together. Feeder was made to order by the Sidney Grain Machinery Co. We also have a vertical chute feeding into the mill for grinding alfalfa, etc. Have a very good year in spite of short crops. —C. B. George, mgr., The Jenera Co-op. Grain & Supply Co.

### Feed Dealers' Knowledge Vital to Feeders.

Feeding and breeding are the two most important factors in successful stock raising, of which feeding is the more important. Immediately, the vital position held by feed merchandisers looms to its justified pinnacle position.

Protein supplements, sold to the farmer either as commercial mixed feed or in bulk for home mixing, which the farmer must, necessarily, purchase from the dealer, are far superior in importance to the home grown feeds.

Quality cattle are demanded today; others are a "drug" on the market. Correct feeding and the desired results obtained therefrom have resulted in premiums for superior grades.

Better cattle and early gains are synonymous, which means cattle full fed from start to finish. Cattle should not be "roughed" along, grown too long or too lean.

From the 50-50 corn and oats mixture fed the first two months, when oats are dropped from the ration and the corn ration increased, the Linseed Meal Educational Com'ite recommends one-half pound linseed meal daily, gradually increased to a full feed, supplemented with a good brand of scientifically prepared commercial mixed feed.

The advisability of such a procedure is ac-

centuated by the findings of investigations into rations used in preparing prize-winning cattle. All winners in recent contents of sectional, state and international scope, have fed linseed meal as a part of their balanced rations.

These facts should aid dealers in feeding-stuffs in selling prepared mixed feed or protein supplements, and a further study into chemical contents and various reactions of protetin supplements should add considerably to the vital knowledge a successful dealer needs to help his clientele in formulating balanced rations and consequently raising better cattle.

This is not the task it appears upon first glance, for a scientific chart on feed, endorsed by agricultural authorities, is available free of charge upon request to Grain Dealers Journal for Chart No. 811.

Helping others to greater profit is helping oneself. "He Profits Most Who Serves Best." A clearer conception of the vital essentials of better feeding is a guaranteed business builder.

### Mutual Millers & Feed Dealers to Meet at Buffalo.

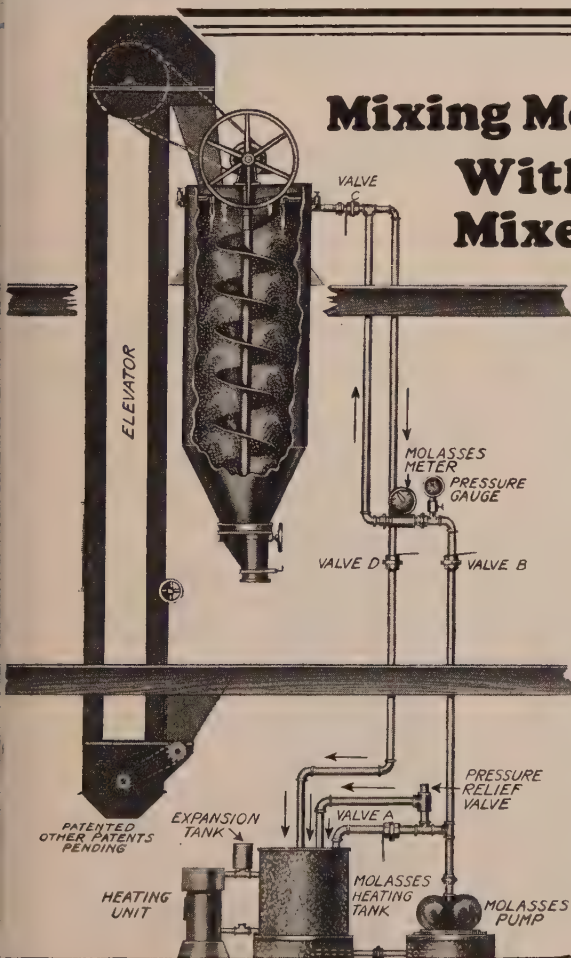
The Mutual Millers and Feed Dealers Ass'n will hold its mid-winter meeting at the Hotel Buffalo, Buffalo, N. Y., on Jan. 17 and 18, commencing on the afternoon of the first day.

The first session will be of an executive nature and confined to purely business discussions, including that of a cash basis of sales and organization of local feed clubs.

A banquet will follow in the evening, followed by a theater party, an innovation for the winter get-together.

The Friday morning session will be addressed by Dr. C. E. Ladd of Ithaca, N. Y., on "What the Extension Forces Are Doing in the Field of Feeds, Seeds and Fertilizers." Dr. Ladd is director of extension work at the Agricultural Experiment station at Cornell University.

The Buffalo Auto Show will be in progress at the time of this meeting, which will furnish an additional incentive for increased attendance.



## Mixing Molasses Feeds Made Easy For You With the Monarch Vertical Batch Mixer With Molasses Attachment

NOW you can do a custom mixing in molasses feeds as well as dry feeds and increase your profits as well as attract more customers to your door. This outfit mixes the feed, then measures and applies the molasses producing a smooth, even texture molasses feed that instantly meets the approval of feeders.

Before you buy a feed mixer get full information on this Monarch equipment, the ideal outfit for mixing molasses and dry feeds. Ask for Catalog F.

## SPROUT, WALDRON & CO.

1202 Sherman St., Muncy, Pa.

Chicago Office 9 So. Clinton St.

Kansas City Office 612 Now Eng. Bldg.



### Blue Streak Feed Grinders.

The inventive genius of Ralph Prater developed the Triple Reduction Process which has resulted in the popularity of the Blue Streak Hammer Mill, manufactured by the Prater Pulverizer Co. This mill is now being produced in several sizes especially designed for commercial feed grinding in country elevators, and is available for power from a line-shaft, from a direct-connected motor or direct-connected inclosed six-cylinder engine.

The Triple Reduction Process and the process of feeding the grain or other material into the mill near the shaft where the reducers get the greatest amount of leverage with the least power, permits the mill to work evenly with as little braking action on the beaters as has been developed by hammer mill manufacturers to the present time.

Observing from the feed table side, the rotor of the mill is built up on a single shaft that turns on S. K. F. Double Row Ball Bearings. This is balanced thruout to eliminate vibration. First on this shaft are two heavy knives with wide edges beveled to 45 degrees. These work against a cutting plate in the mouth of the mill, performing a shearing action that reduces the material to small bits before it goes to the next process.

This is followed by a series of round disc cutters which give the once reduced material a crushing and cutting blow and reduce it to a coarsely ground condition before passing it on to the hammers which finish the grinding action.

The hammers are of tough hardened spring steel and balanced in a large rotor which moves them at a speed of 17,500 feet per minute at their tips. These have thin edges which employ a cutting action on the material being ground and are flexibly arranged in the rotor so as to prevent breakage should tramp iron or other foreign material get into the mill by accident.

The mill works to best advantage when the rotor is turning at only 1800 r.p.m. The speed of the hammers is accomplished by the large rotor used.

Five screens are furnished with the mill. Screens are obtainable in any size from 3/32-inch (fine) to one inch for coarse work. A wide screen area is used to prevent further pul-

verizing and powdering after the material being ground is reduced so it will pass thru the screen.

The screens slip into the machine sideways and are held by a specially designed groove. This makes it easy to change screens without first stopping the machine.

The blower fan operates by a V belt from the rotor shaft and has eight blades. This creates sufficient air blast to elevate the capacity of the mill 25 feet. Pipes and a dust collector are supplied with the mill.

The mill has unusually large capacity. Something of this is indicated in a test run at the elevator of the Augusta Farmers Elevator Co. at Augusta, Ill., where 7110 lbs. of material composed of 39 bus. and 18 lbs. of corn 100 bus. of oats, and 26 bus. and 10 lbs. of soy beans, mixed, was run thru a 1/8-inch screen in one hour and 39 minutes using 72 amperes with a 30 h. p. direct-connected G. E. Motor. This job of grinding produced \$14.22 gross revenue and the cost for power was only \$1.10. The mill cost \$1,087 installed complete.

The manufacturer's tested capacity table shows the 30 h. p. mill will grind 1800 lbs. or nearly a ton, of oats, which is one of the hardest known feeding grains to be ground, thru a 3/32-inch screen in one hour. The same machine and the same screen will handle 1300 lbs. of alfalfa in an hour. Approximately 6300 lbs. of ear corn or 7600 lbs. of shelled corn can be put thru a 1/2-inch screen in an hour with this machine.

The mill carries an unqualified guarantee protecting it from defects in workmanship or material for a period of one year. An illustration of it is reproduced herewith.

### New Trade Marks for Feedstuffs.

JOHN W. ESHELMAN & SONS, Lancaster, Pa., filed trademark Ser. No. 275,388, the word "Eshelman's," particularly descriptive of poultry foods, pigeon feeds and livestock foods.

WHYTE FEED MILLS, doing business as Ozark Feed Mills, Pine Bluff, Ark., filed trademarks Ser. Nos. 275,543-4, the words "Gold Cream," and "Carbo-Las," particularly descriptive of mixed feeds for livestock.

ANDERSEN, SMITH & HAMILTON, doing business as Double Check Products Co.,

San Francisco, Calif., filed trademark Ser. No. 275,711, the letters "Organyx," particularly descriptive of stock and poultry mineral feed.

## J. P. PARKS MILL FEEDS

Dried Buttermilk—Linseed & Cottonseed Meal  
Brokerage Exclusively  
400 New England Bldg. Kansas City, Mo.  
327 So. La Salle St., Chicago, Ill.

## MINROL-PROTIN

### The Complete Poultry Mineral

*An interesting and informative  
bulletin is yours for the asking.  
It contains valuable formulae.*

**The Concentrate Products Co.**  
549 W. Randolph St., Chicago

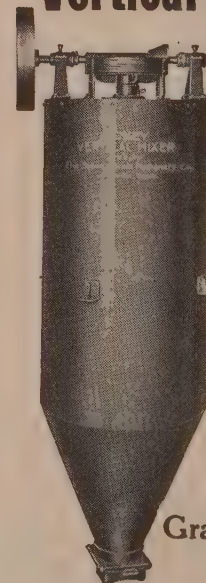
## FAIRMONT'S

### Pure Flake Buttermilk

9 Large Plants  
Excellent Service

**THE FAIRMONT CREAMERY CO. U.S.A.**  
OMAHA, NEBRASKA

## New Improved Vertical Feed Mixer



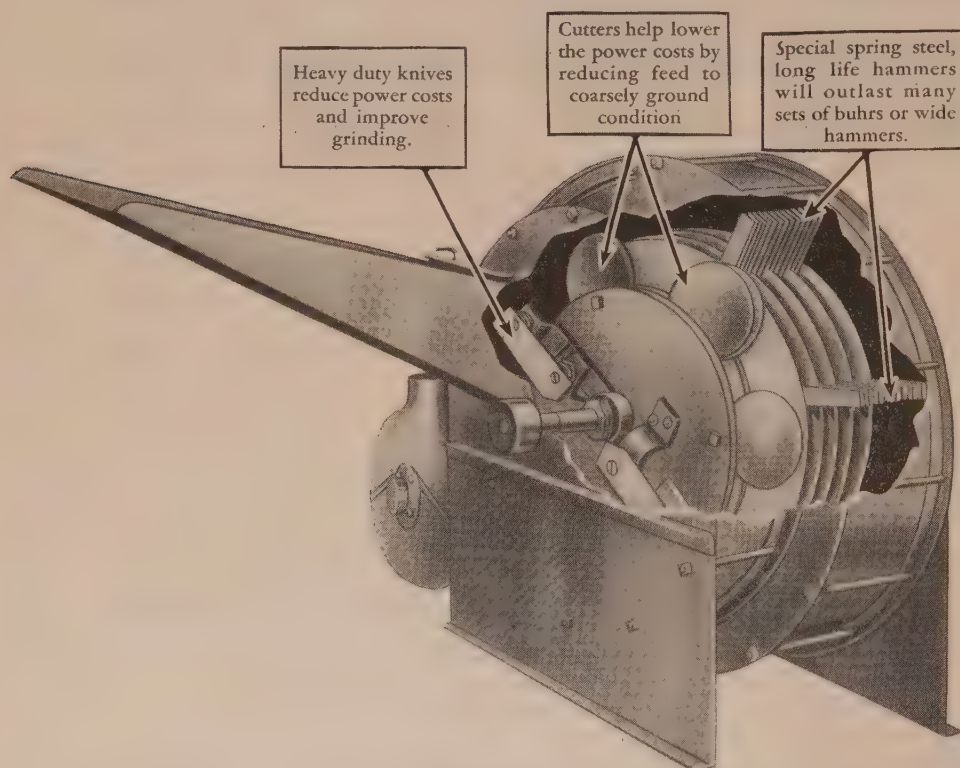
Mixes  
With Less  
Power

Anti-Friction  
Roller  
Bearings

Thorough  
Mix Quickly

Ask for  
particulars

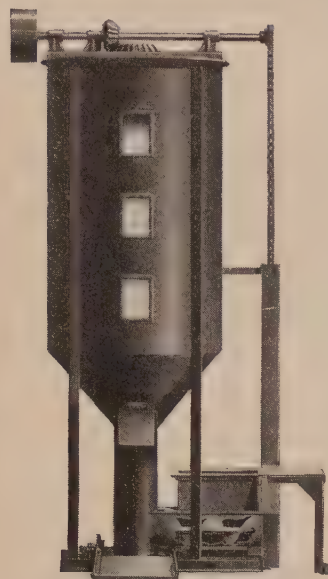
**The Sidney  
Grain Machinery Co.**  
Sidney, Ohio



The Blue Streak Hammer Mill.



# HAINES FEED MIXER



Mixes rapidly, thoroughly and uniformly.

Mixing always visible. Vibrating Sacking Platform.

A self-contained unit shipped completely assembled ready for operation as soon as connected to power.

No elevator required.

No special millwright labor needed.

Send for Bulletin No. 15-G

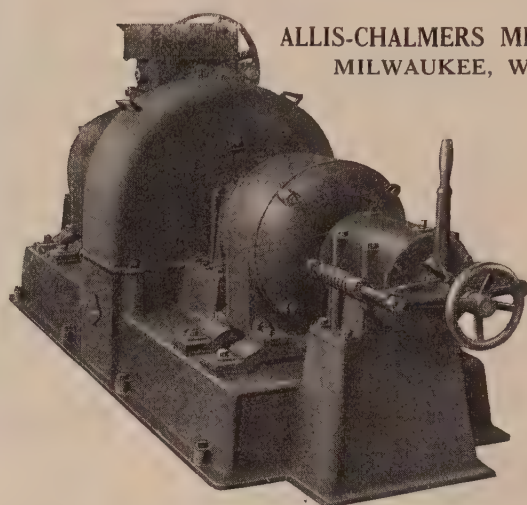
## THE GRAIN MACHINERY CO.

Marion, Ohio

WE WANT LIVE SALES REPRESENTATION IN OUR OPEN TERRITORIES

# ALLIS DOUBLE HEAD ATTRITION MILL

Equipped with two Allis-Chalmers Squirrel Cage totally enclosed ventilated motors which are entirely dust excluding and give the title of safe motors a new and valuable meaning. Write for Leaflet No. 2086.



ALLIS-CHALMERS MFG. CO.  
MILWAUKEE, WIS.

# Rid Your Elevator of RATS and MICE

These rodents do millions of dollars' damage in elevators to sack grain, seeds, feed, etc.

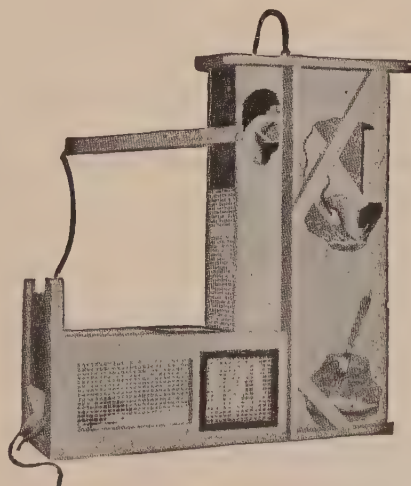
You can eliminate losses in your plant by using

**"PEERLESS"**  
TRADE MARK REGISTERED

Automatic Rat and Mouse Traps.

This Automatic Trap catches and kills by the wholesale. Each victim resets the trap for the next. Clean, sanitary and lasts for years.

It has made good under the most desperate conditions in thousands of elevators, seed houses, flour and feed mills. Endorsed by leading firms in all lines of business. Over 150,000 in use.



Each victim sets the trap for its followers

Write today for full information

## A. O. Automatic Trap Co.

630 Jackson Boulevard

Chicago, Illinois

# GRUENDLER

for  
Custom Grinding  
and  
Mixing

We furnish complete equipment and plans for feed grinding and mixing plants.

The Gruendler Positive Mixer does its job rapidly and thoroughly. Mixing can be done either dry or with molasses—no other mixer being required.

The Gruendler Special Whirlbeater—the result of 44 years' experience in the manufacture of swing hammer grinders—delivers a superior product at greater capacity per horse power than ever before attained, and places you far ahead of competition.

Built-in spout magnet and cast base are standard equipment.

## America's Leading Hammer Mill

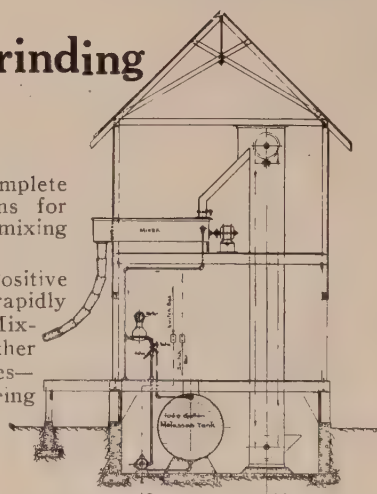
A Mill without a Competitor

Send for our latest bulletin also dry and molasses mixers and plans on mixing plants.

Established 1885

## Gruendler Patent Crusher and Pulverizer Co.

1102 Landreth Bldg. - St. Louis, Mo.





# Blue Streak

## Custom Hammer Mill

### THREE MODELS

- (1) Direct connected with General Electric Motor.
- (2) Direct connected with Waukesha Gas Motor.
- (3) Belt Drive.

### FOUR SIZES

### GUARANTEE

The Blue Streak Hammer Mill is guaranteed unqualifiedly to grind feed better and at a lower cost per 100 pounds than any other mill now on the market. You are the judge.

## The Most Sweeping Guarantee in Hammer Mill History

### Blue Streak Triple Reduction Process

*Insures a Higher Quality Product at a Lower Cost*

The Blue Streak grinds full capacity at a speed of only 1800 revolutions per minute.

The patented Triple Reduction Process, (1. cuts; 2. grinds; 3. pulverizes;) assures low power cost. Because of low speed requirements power is used to grind feed not wasted in high speed.

The two preliminary stages of feed reduction (cutting and grinding) make the third step of pulverizing an easy one.

No stage of feed reduction in the Blue Streak depends upon sharpened edges which would necessarily wear down quickly. Therefore, the Blue Streak grinds feed as well after years of use as it does the first week of operation.

The Triple Reduction Process gives extreme fluffiness and even grinding to the feed. This process is the reason for exceptional high quality in any degree of fineness.

The Triple Reduction Process increases the rapidity of grinding and gives Blue Streak Mills unusually large capacities.

This hammer mill is thoroughly tested and proven under exhaustive field and laboratory tests. Blue Streaks are in practical use in many leading mills and elevators throughout the country. We invite you to ask your local power company, your agricultural college or any Blue Streak owner about the products of the Prater Pulverizer Company. We can offer you no finer recommendation than the opinions of those who have investigated and use our hammer mills.

RALPH PRATER.

*Note: Every Blue Streak is sold at a known standard price (F. O. B. Chicago). There is no deviation from this rule.*

**Note---THE BLUE STREAK  
IS A  
HAMMER MILL PLUS!**

*Proof That No Other Mill Equals Blue Streak Capacity—Low Power Cost—High Quality Grinding*

**H**ERE, you see the plainest, strongest and fairest guarantee that can be written. It is a challenging pledge that there is no mill on the market today which can surpass or equal Blue Streak performance and economy—in a comparative test or otherwise.

The absolute truth of this amazing claim will bear your most searching investigation. It is the judgment of recognized authorities in the field as well as thousands of practical experts throughout the country. In every instance, results prove that the Blue Streak represents a striking and very definite advance in principle and construction. Its protected and exclusive features are the most noteworthy improvements in hammer mill construction in years.

The most impressive tribute ever accorded a hammer mill is the enthusiastic approval of Blue Streak users. If there is a Blue Streak owner near you, we ask no finer recommendation than the one you will receive from the man who owns it.

The Blue Streak guarantee is backed up unqualifiedly by the Prater Pulverizer Company.

### Announcement of Enlarged Factory Facilities

With no advertising except word of mouth, the demand for Blue Streaks has increased faster than the factory could produce. Many present Blue Streak owners waited months for delivery. But they waited and willingly sacrificed immediate profit rather than accept a substitute.

Enlarged factory facilities now enable us to insure delivery within a reasonable length of time. Our sincere appreciation is extended to present Blue Streak owners and prospective owners who patiently waited when we could not meet the demand.

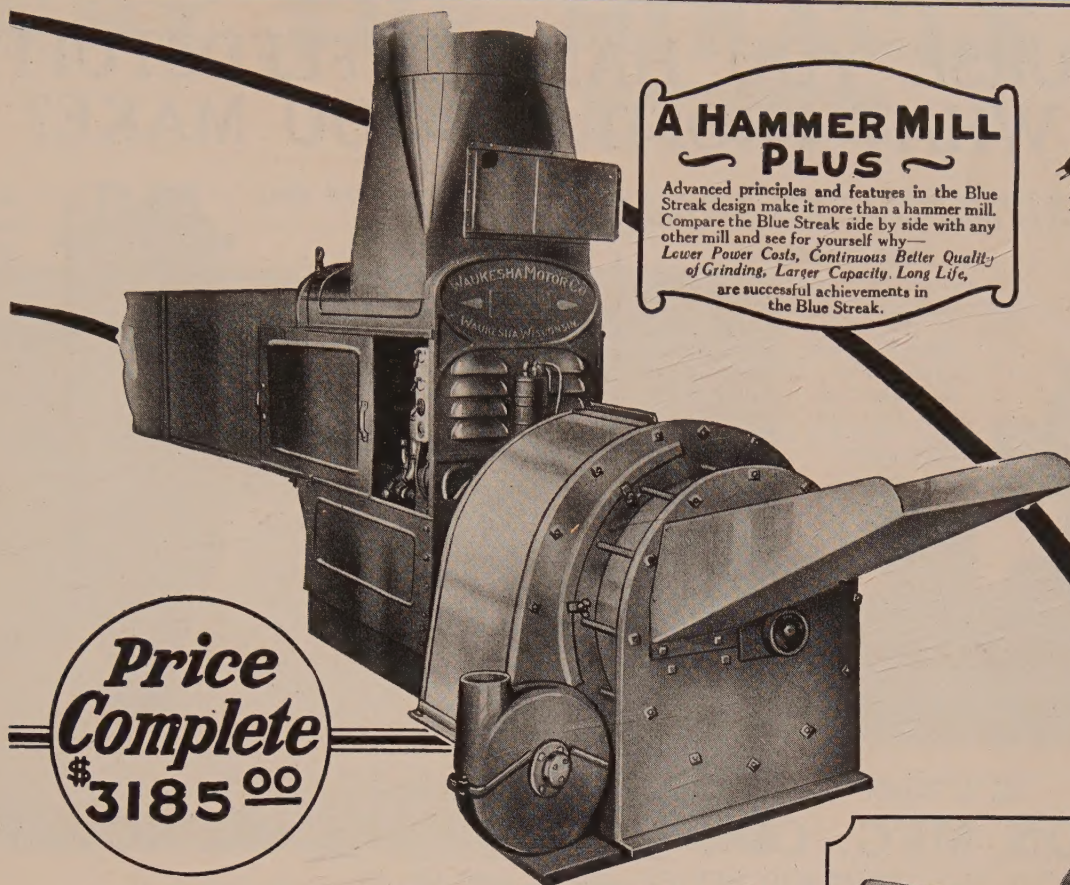
*The new Blue Streak catalog fully describing and illustrating the various models is now ready and will gladly be mailed upon request.*

## PRATER PULVERIZER Co.

Dept. G, 817 West Washington Blvd.

CHICAGO





## A HAMMER MILL PLUS

Advanced principles and features in the Blue Streak design make it more than a hammer mill. Compare the Blue Streak side by side with any other mill and see for yourself why—  
*Lower Power Costs, Continuous Better Quality of Grinding, Larger Capacity, Long Life,*  
are successful achievements in the Blue Streak.



**Price  
Complete**  
\$3185<sup>00</sup>

## THE BLUE STREAK No. 50 (50 h. p.)

**Direct connected with 73 h. p.  
Waukesha Engine**

This remarkable unit will pass Fire Underwriters' Tests. In capacity, in low power costs, in continuous high quality of grinding and long life, it has proven to be the revolutionary unit in feed grinding history.

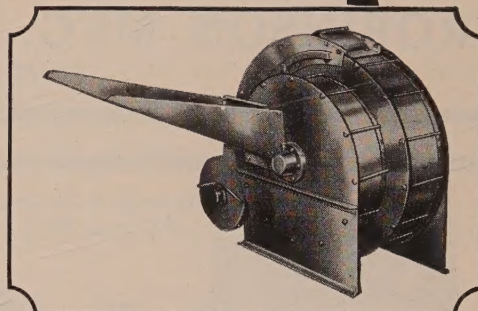
Ear corn, the heaviest roughages or the smallest grains are reduced to any desired degree of fineness on a basis that gives decided advantages over competition in the feed grinding business.

The unit is complete with 5 screens, blower fan, dust collector and double sacker. It is ready to operate as soon as installed. No extras to buy.

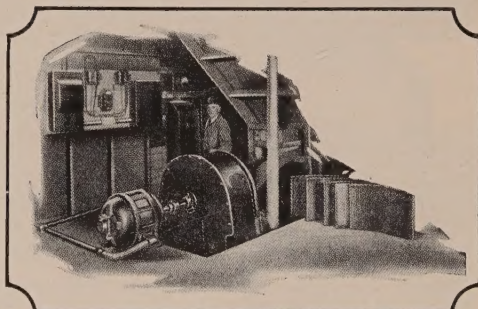
A FEW HIGHLY DESIRABLE TERRITORIES OPEN  
FOR RELIABLE SALES REPRESENTATIVES.  
Write for information.

# Blue Streak

**Custom  
Hammer Mill**



The Blue Streak No. 30 (30 h.p.) Belt Drive Model. Low speed requirements enable the Blue Streak Hammer Mill to operate to capacity with an ordinary belt. This model grinds more than 100 bushels of oats per hour through  $\frac{1}{8}$ " screen. Price \$725.00.



The Blue Streak No. 50 (50 h.p.) Direct Connected with the Electric Motor of the General Electric Company. Photo shows mill installed in the Allen Feed Company Elevator at Monmouth, Illinois. Price \$1,617.00. Low installation costs.

PRATER PULVERIZER CO.,

Mail this coupon for catalogue.

Name .....

Address .....

P. O. .... State.....

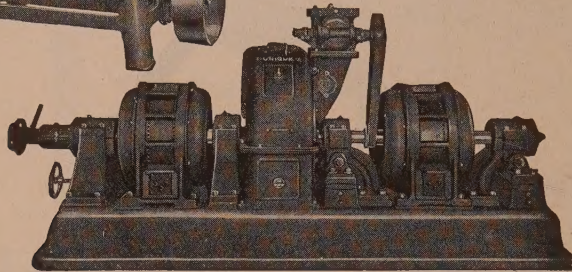
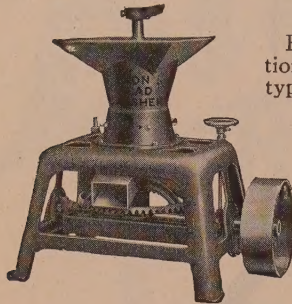


# OF COURSE YOU HANDLE FEEDSTUFFS! BUT WHAT PROFIT DO YOU MAKE?

We can show you how to make your own feeds at a good substantial profit and also increase your business by giving better service to the farmers in your community.

## FEED GRINDERS

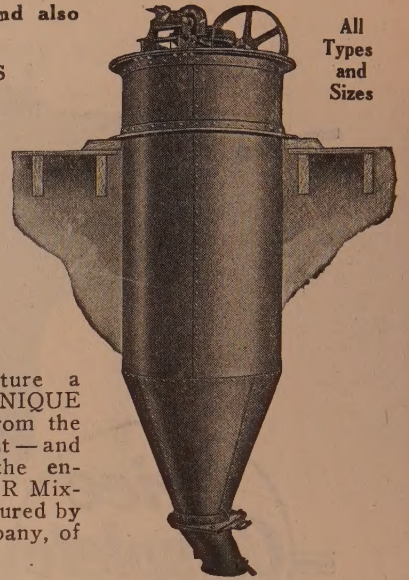
Here is a feed grinding combination which enables you to grind any type of feed the way customers want it ground. The UNIQUE attrition mill is known throughout the country as the mill that produces MORE and BETTER grinding CHEAPER.



## FEED MIXERS

The UNIQUE Vertical Mixer is one of the most popular feed mixers on the market. The first cost is small — the machine is easy to install and economical to operate, and will mix all kinds of feeds at a profit for you.

We also manufacture a complete line of UNIQUE Horizontal Mixers—from the smallest to the largest—and recently took over the entire Line of GARDNER Mixers formerly manufactured by the Gedge-Grey Company, of Lockland, Ohio.

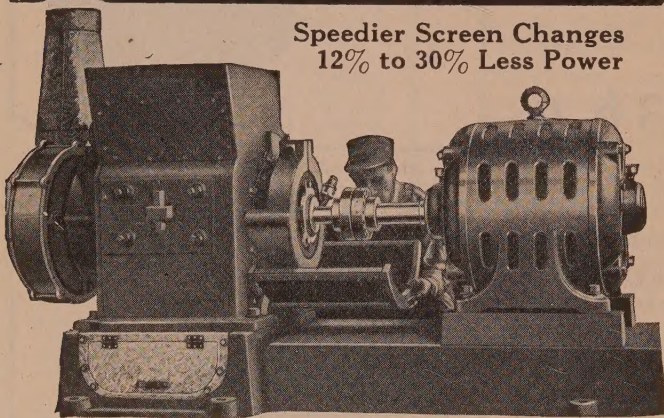


All  
Types  
and  
Sizes

Let us show you the way to greater profits in handling feedstuffs. Write us for catalogs on UNIQUE Feed Milling Machines or get in touch with our representative.

**ROBINSON MFG. CO., 42 ROBINSON BUILDING, MUNCY, PA**  
CHICAGO OFFICE—222 W. ADAMS ST.

Speedier Screen Changes  
12% to 30% Less Power



## A New Williams Grinder — The "SPEED KING" —

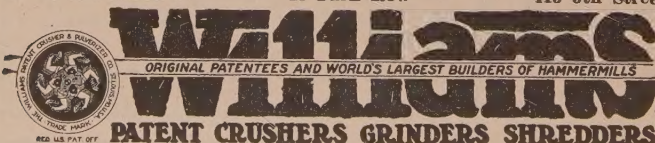
Finishes grain or ear corn in one operation with 12% to 30% less power (proved by actual comparison). Has quickest method of changing screens—no need to remove cover. 50% heavier ball bearings. Improved hammers and discs, greater weight, no vibration and many other improvements. Eight sizes. Let us send descriptive matter.

**Williams Patent Crusher & Pulverizer Co.**  
721 Montgomery St., St. Louis, Mo.

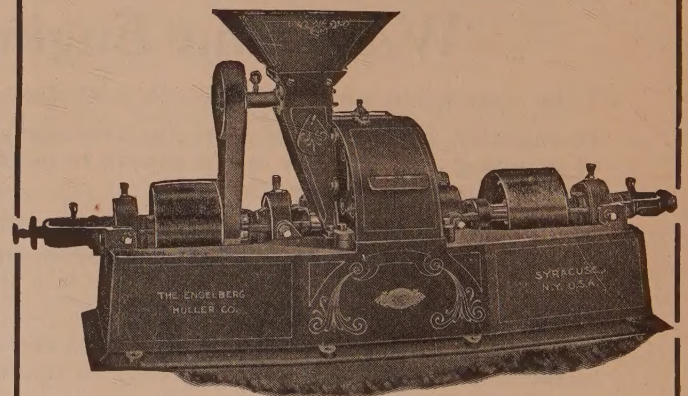
Chicago  
87 W. Van Buren St.

New York  
15 Park Row

San Francisco  
415 5th Street



## The "HALSTED" HAS NO EQUAL



No Seal Rings  
Scientific

Positive Feed  
Economical

Wick Oiler Bearings

Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

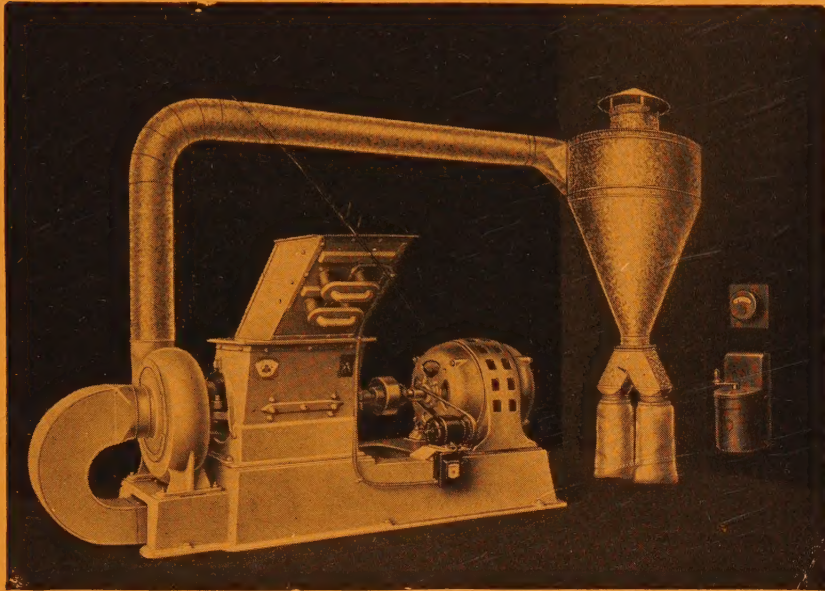
Highest efficiency at the smallest expense.

**THE ENGELBERG HULLER CO.**  
Incorporated  
SYRACUSE, N. Y., U. S. A.



# WHY THE MIRACLE ACE IS BETTER

A hammer mill to make the most money for you should grind 100 pounds of anything through the same size screen with less horse power than any other hammer mill.



No. 5 Super Miracle Ace with 75 h.p. motor.

Miracle Ace mill in operation and change a screen—you will do it in half a minute. Then, if you can get any other hammer mill agent to let you change screens on his mill, go and do likewise; then compare time and skinned knuckles.

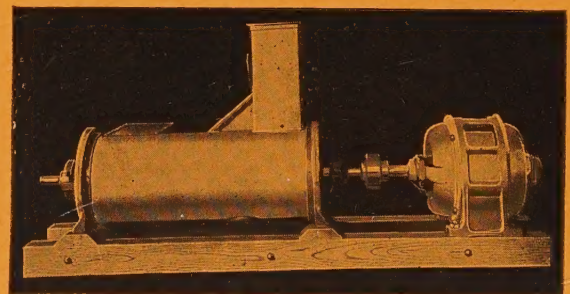
Don't take anyone's word, go and see these things for yourself. Then write for our new booklet, "The Miracle Ace." We will be delighted to send it to you.

## MIRACLE SWEET FEED SYSTEM

For the first time millers are able to have a molasses process that can be used both for a custom and a commercial feed mill. No heat and less labor. It has been in operation two years in parts of the country where it goes to 30 below zero. In operation in 25 states. It has many points of superiority over the old hot process—here are 4 of them:

1. It will put 50% more molasses on feeds without caking in the bags. It rubs the molasses into the feed instead of merely coating the outside.
2. It will put molasses on cotton seed, linseed, pea nut or any other greasy or oily meals—the hot process cannot do this.
3. It does not require heat, so, you have not this expense or the loss from evaporation and boiling over.
4. It will not ball up in the feed as the hot process will do if the molasses is either too hot or too cold.

Write for our booklet, "THE MIRACLE SWEET FEED SYSTEM." It's a money maker.



The greatest improvement ever made in feed milling is the MIRACLE COLD MOLASSES PROCESS.

## The Anglo-American Mill Company

300-400 Kennaday Ave.

Owensboro, Ky.

The World's Largest Builders of Grain Grinding Machinery

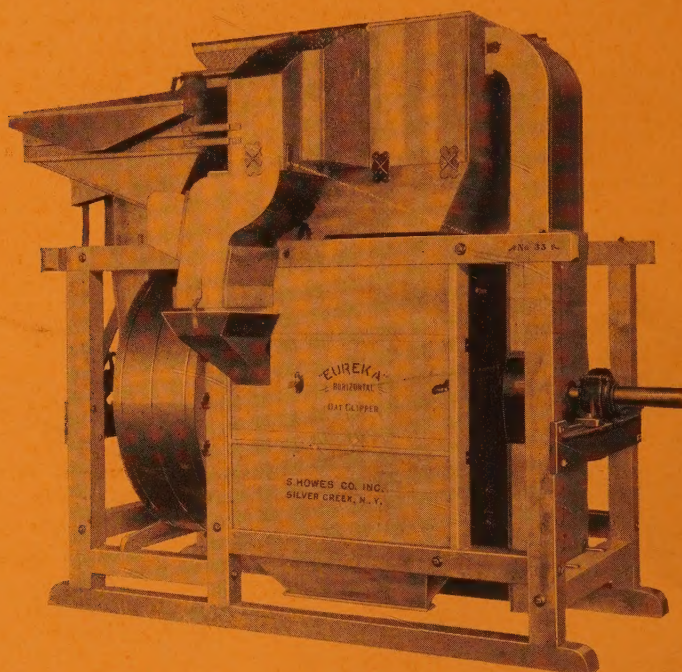




"Eureka"—"Invincible" Grain Cleaning Machinery



Vast quantities of  
**SCABBY OR RUSTY BARLEY**  
are to be had at Low Prices



**USE A SPECIAL "EUREKA" BARLEY SCOURER**

By first applying a certain solution to this infected grain and then giving it a vigorous mechanical scrubbing, scabby barley can be made quite fit for feeding purposes. Appearance is improved 100%, empty hulls are removed and weight per bushel is increased.

*We'll be glad to forward full particulars*

**REPRESENTATIVES**

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Bert Easley, Box 363, Fremont, O.



**S. HOWES CO., Inc.**

**INVINCIBLE GRAIN CLEANER CO.**  
**SILVER CREEK, N. Y.**



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England